OFFICE APPLIANCES

THE MAGAZINE OF OFFICE EQUIPMENT

With the Key on the Cover

Founded by Geo. H. Patterson Edited by

Evan Johnson

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Business Equipment Journal incorporated with Office Appliances.

SEPTEMBER——1916

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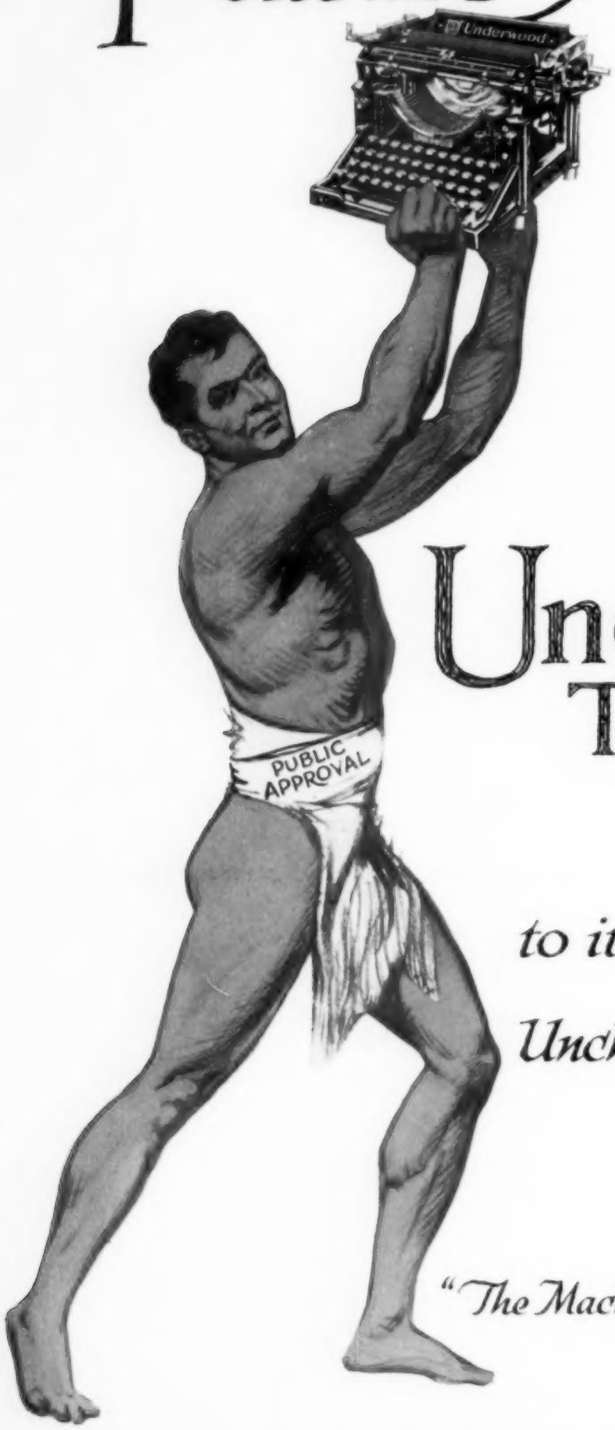

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"The Machine You Will Eventually Buy"

OFFICE APPLIANCES

THE MAGAZINE OF OFFICE EQUIPMENT

FOUNDED BY GEO. H. PATTERSON

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Office Appliances is a monthly trade journal covering the manufacture and distribution of office machinery, office devices, office furniture, office supplies and the entire range of commercial stationery. It serves a clientele composed of managers and agents for the various office machines, devices and supplies, commercial stationery dealers and the purchasing agents of many of the largest corporations in the United States. It also reaches some dealers in fifty-one other countries who deal in American office equipment.

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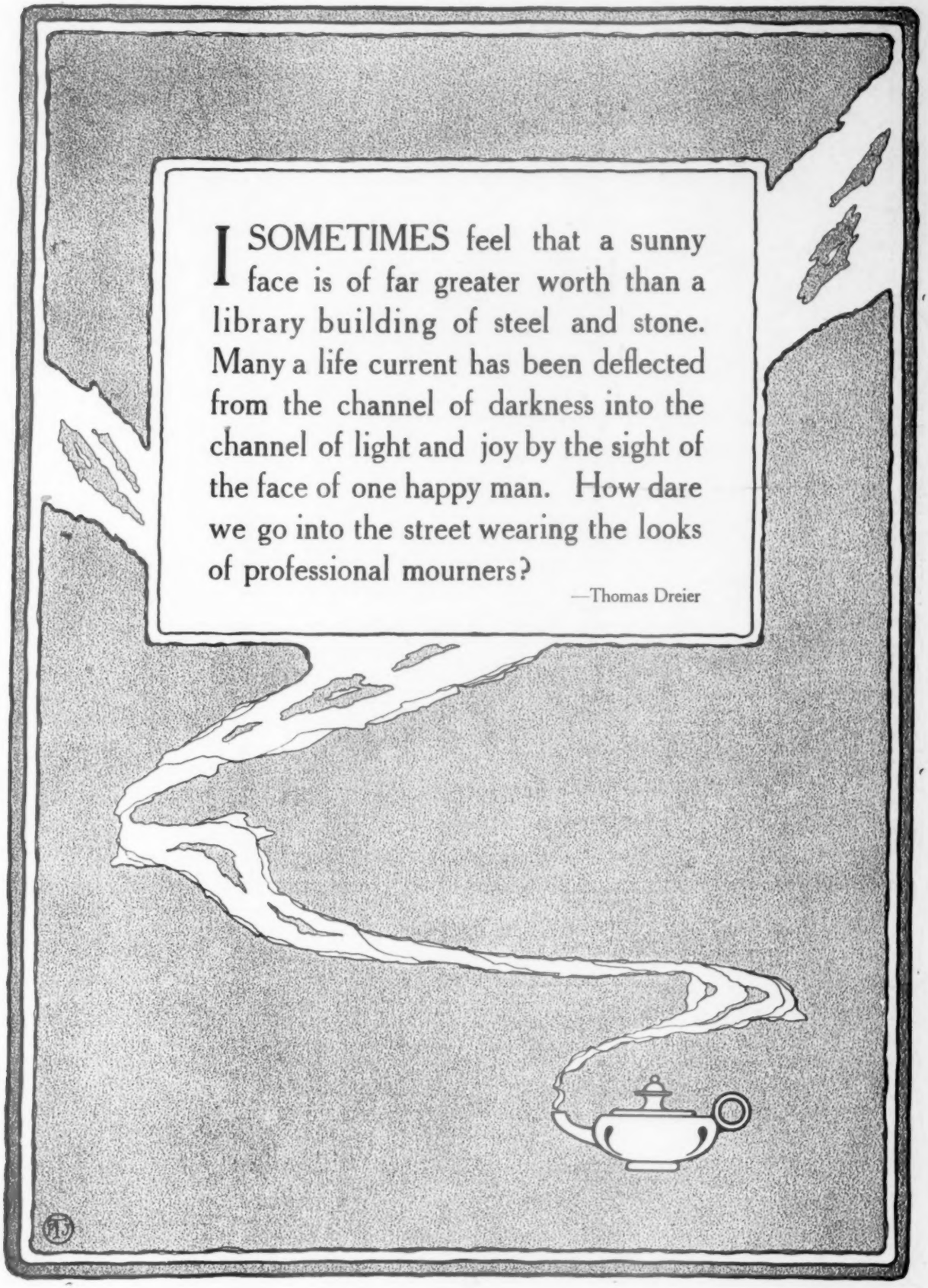
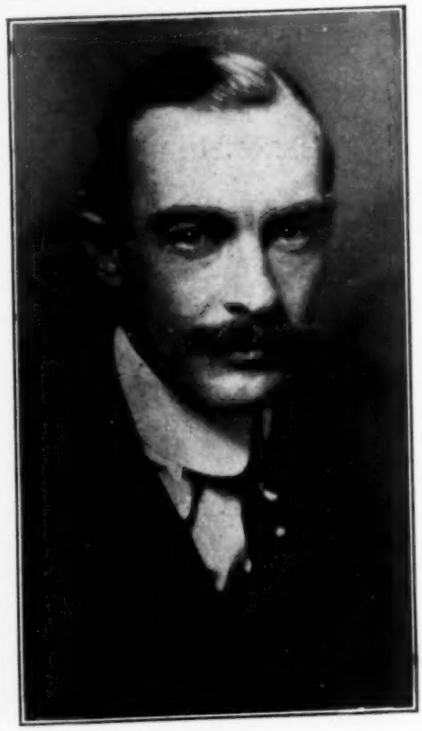
In the execution of its various commissions this bureau calls upon practically every member of the staff It answers by personal letters all inquiries upon matters germane to the field, it furnishes special reports upon articles of office equipment, supplies names of manufacturers of any article wanted, puts man and job together, prepares advertising copy, furnishes lists of desirable agents and dealers in nearly every country, aids foreign dealers in securing U. S. A. lines and in many other ways performs useful service, all without charge. Subscribers in every land have made, and are making, good use of this bureau; manufacturers in every section of the field have had evidence of the service.



I SOMETIMES feel that a sunny face is of far greater worth than a library building of steel and stone. Many a life current has been deflected from the channel of darkness into the channel of light and joy by the sight of the face of one happy man. How dare we go into the street wearing the looks of professional mourners?

—Thomas Dreier



M. TAYLOR PYNE, Jr.,
President
Fireproof Furniture & Construction Co.
Miamisburg, O.

Office Appliances
September, 1916
See page 90

OFFICE APPLIANCES
THE MAGAZINE OF OFFICE EQUIPMENT

Vol. 24. No. 3 SEPTEMBER, 1916

FROM THE PUBLISHERS' POINT OF VIEW

The Business Outlook.

THE outlook for fall business as forecast by the National City Bank of Chicago in its September letter is on the whole encouraging. The crop outlook is somewhat uncertain in several sections owing to storms, blight and rust. Heat and drought have wrought havoc in many sections. It is probable that the farmers as a whole will end the year with comfortable net returns, owing to advanced prices for wheat carried over from last year and the wheat produced this year. However, all the principal food crops will show a material falling off in yield this year, as compared with the phenomenal production of a year ago. The country, however, will have a fair wheat surplus, owing to the generous supply of old wheat carried over from last season.

Some uncertainty has resulted from the railway dispute, but this up to the first of September had not seriously affected business. A number of new war orders have been released, which has helped the general situation somewhat. There is reported an increased buying of iron and steel, while the demand from ship builders has become an important factor in the steel market. Jobbers and manufacturers report excellent business, and a large increase in the operations of mail-order houses is an encouraging sign.

Railroads find it difficult to supply freight cars fast enough to shippers in the agricultural districts. It is believed that the railroad wage controversy should be settled once for all, even if it is necessary to give the men a liberal increase, and at the same time provide a board competent to dispose of such questions in the future. This would operate for the advantage of business in general.

The contingent inflow of foreign gold is giving this country an unprecedented supply of the yellow metal, which will be enormously useful to us in effecting the readjustment which will have to be reckoned with when the world resumes peaceful pursuits.

The bank believes that one of the saving features in our situation is the conservatism shown by the managers of industrial corporations which have cleared large profits from the phenomenal business of the last eighteen months. Very large appropriations have been made by some of these concerns for restoring plants to their original uses as soon as possible after the war ends. A large amount of money is being held for investment after the present uncertainties have been eliminated.

The Stationers' Convention.

OFFICE APPLIANCES hopes that the registration at Atlanta will exceed in numbers the registration of any previous convention. Except for the meeting held in Baltimore in 1910, the Atlanta convention will be the first one to be held in the south. To be able to visit the new south, to renew acquaintance with scenes of historical interest, and to come into a greater understanding of the significance of what the south is doing today should be regarded as a rare privilege by everyone. Atlanta is one of the chief centers of the new southern spirit. The old life had wonderful charm and beauty, but it was a life based upon agriculture almost exclusively, where large estates produced wealth from the soil. The new south is a country of diversified industry. It is awakening to the fact that it has coal, iron and all the metals necessary for the manufacture of commodities on a large scale. It is the same south but it is a country awake and awakening to a larger life. Those who go to Atlanta will find the old spirit of chivalry and hospitality plus the new spirit of energy, optimism and hustle. The visitors will be charmed and delighted by the social features of the convention and of the city of Atlanta, and electrified by the remarkable evidences of progressiveness and industry which abound in that city and section.

There will be a profitable and interesting contest, the details of which have already been thoroughly outlined by the officials of the association. No dealer who attends the convention will fail to derive much benefit from the ideas of those who participate in this

event. And incalculable benefits are likely to ensue to those who listen to and participate in the debates and discussions on the convention floor.

Our advice to all stationers wherever located is to attend the Atlanta convention if they can possibly make the arrangement.

The Business Shows.

THE business shows in New York and Chicago this fall will be important events in the office appliances world. They have always been important, but this year it seems that a keener interest than ever is being shown in these events. The Tupper brothers, proprietors of the shows, report that exhibitors are keen about taking space and that there is little if any reluctance on the part of those approached to fall in line with liberal reservations. The result is that the Chicago show is already practically sold out and the space in the New York show will be taken long before the doors of the 69th Regiment Armory open next October.

Both these shows present a fine opportunity for dealers and others who wish to study what is latest in office equipment. The number of exhibits this year is greater than heretofore and in character and variety they present features of unique interest. The proprietors of the business shows deserve the thanks of the office appliances industry for the force, persistency and determination which they have put behind their propaganda. The business shows, thanks to this spirit, are now an institution and not a venture, and deserve the cordial support of every branch of the manufacturing industry.

Necessity for Adequate Cost Systems.

EVERY manufacturer should have an adequate, complete and practical cost system. The lack of such a system among many manufacturers causes no little disturbance to business conditions. Failure to know the cost of manufacturing is one of the factors which lead to much misunderstanding, loss and embarrassment. Shifting and unsatisfactory prices are brought about because some manufacturers do not know the actual cost of their products. In one section of our field, for instance, four or five manufacturing concerns have no adequate cost system. The result is that bids are frequently made on contract jobs which provide no profit or entail actual loss, yet these bids are made with no intention to cut prices for the purpose of getting the order.

Costs of special products are too frequently figured on the general overhead, whereas these special goods may have touched only the high points in cost, from which the average is taken. In such cases average cost computed on figures of general overhead will not do.

To avoid this difficulty one manufacturer in this field employs a cost system in his entire factory which subdivides the overhead expense among seventy-seven producing centers. In that division of the factory which produces for the office equipment field there are twenty-six producing centers. The costs registered in these centers vary considerably. If a special article is produced the cost is computed on the centers employed. Now, while the general overhead for the entire division might show an average cost of 30 per cent some special article might be produced in the centers where the cost is 50 per cent. By computing the cost from the centers employed in its manufacture, the actual cost of any article is learned. This seems to be a capital system.

A little more co-operative competition between manufacturers in this industry would be to the advantage of buyers and sellers. Much of the expense of bids could be saved. Not long ago seven manufacturers were invited to bid on an $1,800 job. The profit involved was about $350. In due time samples and traveling expenses of each manufacturer were computed and it was found that each one had spent $200 or a total of $1,400 on the chance of securing a job, the profits on which could not exceed $350. It certainly would appear that some way ought to be found to eliminate waste like this.

A Pleasing Rapprochement.

WE have received from the secretary of the Stationers' Association of New York a folder bearing facsimile copies of two letters, one from the Stationers' Association protesting against the action of the manufacturers of holiday cards and novelties in renting directly or through an employé a temporary store to dispose of surplus stock at reduced prices. The reply to this letter from the secretary and treasurer of the National Association of Greeting Card Manufacturers announces that at the annual meeting of this association the executive committee unanimously voted that all such practices be discontinued. The greeting card association assured the Stationers' Association of its desire to co-operate in every possible way for the good of the trade.

Commenting on these two letters the Stationers' Association of New York says that it is glad to avail itself of this opportunity to direct attention to the friendly spirit in which the greeting card manufacturers' association has accepted the suggestion set forth in the letter of May 15.

It is indeed gratifying to observe evidences of co-operation among two such important associations.

The Autumn Season.

WE DO NOT recall a time when the general outlook for fall business has been brighter than it is now. The United States stands in a singular position—a situation which probably will never confront it again, for it is now practically the only one of the large producing nations engaged in

peaceful pursuits. Without wishing to profit by the misfortunes of others the duty of being store house and source of supply for the world has been thrust upon us and has brought a tremendous influx of money into the country. All our factories are busy beyond their capacity and orders are booked for months ahead of possible delivery.

The office appliances field partakes of this prosperity, for with the extension of plants and the growth of industries comes a very largely increased demand for time and labor saving devices of all kinds. There are certain shortages in raw materials and supplies which will no doubt be temporarily embarrassing. It is necessary for stationers and office equipment dealers to be on the alert to keep their stock rooms as well filled as possible and to buy to as good an advantage as they can. These things taken care of it should be possible for every dealer who conducts his business with an eye to profitable sales to reap satisfactory returns from the demand this fall and winter.

Short Postage Turned About.

OFFICE APPLIANCES has frequently commented on the short postage evil from the standpoint of the foreign dealer or customer who is so frequently compelled to pay excess postage on letters from the United States owing to the carelessness of persons in charge of the posting of letters in American houses.

Recently we received from a prominent American manufacturer an envelope from abroad showing that he had paid six cents in order to secure his foreign letter from the post office. This is by no means the first instance of the kind, and indicates that we may find in our friends abroad some of the carlessness which we criticise at home. Nevertheless, it is probable that the incident is more or less unique in the general run of correspondence from abroad. We do not believe that our friends abroad offend in this respect by any means so frequently as we do. Indeed, some foreign houses carry a regular item on their books under the short postage head and find that it amounts each month to a considerable sum. The fact that merchants abroad sometimes make mistakes in postage is certainly not to be regarded as an excuse for Americans to do the same thing.

Our correspondent employs the following method to identify foreign mail which requires five cents postage:

"As a matter of precaution, we ourselves use letterheads and envelopes of an entirely different color for foreign correspondence and whenever one of these goes through the mail it acts as a 'red flag,' meaning that it requires some special attention to postage. In this way we have been able to almost entirely overcome the trouble." This plan was suggested in Office Appliances a little over a year ago.

The Field for Office Furniture.

OUR friends, the Furniture Journal, present a somewhat belated appeal to furniture dealers to awake and recover the office furniture business. The editor says: "Despite the claims made by the commercial stationers, it nevertheless remains a fact that the furniture store, equipped as it is to handle and display furniture of all kinds, can just as easily take care of a good share of the office furniture business as the commercial stationer, and as a rule take care of it better than the stationer. In most cases office furniture is a foreign line in the commercial stationery store, and demands much more space than the stationer has at his disposal."

Our friends of the furniture trade point out gravely that it is difficult if not impossible for the stationer to sell office furniture successfully, and then beg the question by admitting that he does it every day. The fact is that the major portion of office furniture is now distributed through commercial stationery stores and there are logical reasons for steady increase of the sales.

Things Are Not Always What They Seem. Many a Bargain Shirt is Short in the Tail.

Ike Millikan says—Buying a basket of peaches under a pink net is about the worst form of gambling.

—*A. Hoosier.*

GETTING STARTED

Being the second of a series of articles written especially for Office Appliances under the general subject title—

THE DAY'S WORK

the first of which, entitled "Business Is Not Business," appeared in the August number

By the Rev. Wallace Herbert Blake

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AN unknown wise man has remarked that the way to learn to swim is to swim. A series of articles on "How to Work" may, similarly, be regarded by many as an impertinence. And yet swimming is a matter of strokes, not magic or mysticism. And work likewise, in the modern world, is mainly a matter of knowing how. All real work is thought expressed in infinite and ever-changing ritual of detail. The adding machine, the typewriter, the duplicator, the business office itself: what are these but so many outward and visible signs of the inward and spiritual triumph of man over difficulty? And, since a day's work is but a cross section of the vaster toil which produced these inventions, it is quite as important to judge it by essentially the same standards. The office boy's job has a scientific aspect. The mailing clerk can be an expert. The stenographer can amass and distribute her material and her labor with as true intellectual nicety as the Sanscrit scholar digging among ancient roots. Perfection is an ideal which refuses to huddle in Inner Shrines. The Job Well Done is the blessed vision of the meanest of the faithful.

How do you start to work? Some people start the night before. The more methodical minds among us love to corner the future. That is, they speculate in time. The next day is to be done so-so. Sweet sleep on the preceding evening depends upon a clean-cut plan for the morrow's campaign. Nothing may be left either to Providence, chance or the moment's inspiration. God is in the machine, and we trust its wheels. All the rest, as the modern Gradgrind would say, is anarchy.

Readers of the writer's series of articles in this journal of some two years ago, signed "The Passer-By," will hardly accuse him of depreciating the value of system in labor. Nor is he recanting here and now his faith in logic and orderly work. In the days before Kultur became a wholesome reorganizing symbol in the world's war with inert matter, material and human, the crying need of most business offices was system. But today we are living in a world which seems in a certain danger of swinging to the other extreme. Card indexes are in peril of producing merely card indexed minds. Commercial initiative sometimes seems temporarily as timid as bayonet charges in a war of burrowing trenches. We are living by the book. We are efficient. We are successful. In short, we are in a highly agreeable rut.

By "we" I mean the big workers no less than the small ones. A great distrust of inspirations—of enthusiasms—of the greater visions and the remoter ideals—has swept over the soul of man. Mathematics has not yet taken Verdun or Berlin, but it threatens modern business. With full knowledge that I shall be called impractical, I venture to row against the stream.

Any job is an attempt to create value. The worker is not merely a handler of certain material elements; he is a spiritual contributor to a certain intangible common fund of life which is the real capital of his firm. Or, rather, his handling of the problems in front—the way he turns the lathe, or speeds up the adding machine, or dictates the correspondence—depends squarely and absolutely

upon the degree of his contribution to that common fund. Thus far, we are all communists today. Thus far, we must share to work at all. And the greater the task, the more remote and mahogany-cloistered the Worker, the larger the necessary contribution to produce the larger visible output. The Master Workman is the Master Server. The Manager is the supremely Cheerful Giver.

The first thing a man should do, therefore, as he tackles his particular job is to take stock of what he has to contribute. An ounce of social cheer—a silently cordial spirit—may well be worth more to him than indefinite tabs of necessary detail. The mind is a well that needs priming no less than pumping. The state of your soul is quite as important at 8 a. m. as the schedule of your duties. There is a certain infallibility about good humor. (I do not mean mere lazy amiability.) There is also, what is the same thing, a certain spiritual magnetism. Loss of memory usually succeeds upon loss of social consciousness. If you forget to love your neighbor, you will forget many other things. The man who is increasingly en rapport with his environment will find that environment upholding his arms. It is a brotherly world, if you give it a chance.

What task will you tackle first? (I assume that you have a certain choice in the matter.) Why, of course, the most difficult. It has been truly said that the day until ten o'clock is, mentally and essentially, the whole day. The impetus gained by then takes care of the rest of the wheeling hours, precisely as the start of a charge or a horse race is the most crucial test of the pace that is set, and sometimes of the success of it. Now, there is only one way to gain impetus, and that is to tackle something which requires you to summon up all your powers to master it. The worst sins in our lives, the theologians say, fairly faced, and transformed by will, may give place to the most transcendent virtues. But sin is simply dirt—spiritual and mental inutility. An obstacle in the road. There it is as the door handle turns and you enter the office. Looming up like a giant. Don't go around it, to shy futile blows at tinier problems just ahead. Up, and at it! Don't try to take Paris by way of Madagascar. Don't seek to keep your good humor by disposing of easier tasks. That is the one sure way to lose good humor. Ease persisted in weakens us—turns sour our milk of human kindness. Difficulty and its conquest is the one royal road to happiness. As Mr. Thomas Dreier has observed, in one of his infrequently orthodox moments, there was a certain joy in the Crucifixion. All brave men know it. And only they.

The day started, you will slowly settle into a certain groove of work. Necessarily. One may believe in the bayonet charge, and still stay in the trenches between charges. One may believe in inspiration, and yet rely on system. You can forget your tab and have it, too. You can start with a rush and resume routine. But if your rush be made up of real initiative and real desire it will transfigure the routine. It will lend zest to the trivial. The sun shines because it rises. And a sunrise is as practical as a noonday glare. Heat, also, is light, and both are power. Even the materialist has his trinity. Seek your God in the machine, and be welcome to you. But put oil in the machine. Run your office, or your desk, or your factory, or your job, with all the exactitude of the armies of Joffre or Von Hindenburg. Be a machine, but smile as the wheels start. For the morning stars still sing together and the Sons of God shout for joy over the endless creative energy that flows in you and in your brothers at the Inn of daily toil.

THE VALUABLE MAN

The man who is most to be wanted for positions of trust is the one who does not work for mere selfish gain, but for the love of the task. If he does his work for the love of it, and not out of consideration alone for the result, he will serve his own interests best, for he will do his work well and thereby make himself indispensable to his employer; and when time comes to choose a man for a higher position the choice will likely fall upon him who has done his work well.

—William Howard Taft

LITTLE KINKS IN COMMERCIAL PRACTICE

Being Some Hints and Suggestions Intended to Aid Dealers in Their Daily Work.

INDIVIDUALITY AN ASSET.

NO man, whether he be dealer, manufacturer or employé, can afford to suppress his own individuality. It is individuality which makes salesmanship interesting, and it is individuality which puts the pull into a selling letter and even into a circular. Neither Elbert Hubbard nor Theodore Roosevelt ever did anything in their lives that did not reflect their own personalities. Brand your individuality upon everything you do and fuse it into your organization upon every opportunity. Let everything you do reflect personality, for the proper sort of personality is power.

* * *

TRADE NAME OF GOODS BIG FACTOR IN SALES.

A DEALER at Sioux Falls has found that in advertising half of the good usually resulting from an advertisement is lost if the trade name of the goods is not mentioned. One may, for instance, hammer away on the various virtues of one's line without the best results, but when these virtues are ascribed to some particular article by its name people begin to associate the qualities with the name and to demand the goods named. The same dealer, as one means of advertising, uses a 3x6¼-inch envelope stuffer with a description and price, with cut, of some article in the line imprinted thereon. One of these goes in every letter sent out, and good results ensue from this persistent method.

* * *

USING THE TELEPHONE.

TELEPHONE users should familiarize themselves with the general points to be observed in making a telephone call, and in answering calls. These may be found in the telephone directory, and a few minutes' reading will cover the field and it need not be referred to again.

In making a call the directory should be consulted in practically every case. A large percentage of the wrong connections are a direct result of a wrong number being called. For example, there are a score of combinations for a number with four figures and any one of these may be asked for if the memory is depended upon. Time will be saved and annoyances avoided if the person calling identifies himself at once.

Concentrate on what is being said and talk with a smile. If you are on the wrong line, excuse yourself, remembering that you have interrupted someone who is not to blame for the mistake. Courtesy is like oil to machinery—the lack of it will cause friction, and friction in telephone talking is a thing to be avoided, and avoiding friction is an easy matter if one but applies the "golden rule" when telephoning. You wish to be treated with politeness by others. Be polite, therefore, to them.

Answer a telephone call promptly, with a pleasant tone, and use the rising inflection. Remember—telephone courtesy begins when the bell rings. Identify yourself at once as above, and no matter what the message is treat it courteously. If you are not the person wanted, make an effort to locate the proper person at once or politely give the information where he may be found. Offer to take a message, and in some way show that you feel a responsibility for the proper delivery of the message.

* * *

A HINT TO DEALERS IN COLLEGE TOWNS.

A KANSAS dealer keeps tabs on students who enter his store carrying more than one note book. He endeavors to get their names, and after they go away he sends them a letter on a sheet of paper taken from one of the pocket size notebooks he handles, calling attention to the convenient size of the sheet, the toughness of the paper, its lightness and fine writing surface. He then calls attention to the book itself, which is fitted with a leather tab alphabetical index and a simple and durable loose leaf mechanism. He calls attention to the cover, which is made of genuine leather. He then suggests that the student should put the six common notebooks in his landlord's attic, lock the door, and throw the key into the Kaw river; then on his way home stop in the

store and examine a practical notebook made for systematic note-taking.

* * *

SOME GOOD SUGGESTIONS FROM A HOTEL MAN.

WE hold no brief for the admirably conducted Hotel Statler of Buffalo, N. Y., but we believe that dealers should ask for a copy of the Statler Service Codes and quietly hand it to their various employés. Just substitute the words "store" for "hotel" and "customer" for "guests" and we have valuable hints to salesmen. Here are a few paragraphs in which we have made the substitution suggested:

"No employé of this store is allowed the privilege of arguing any point with a customer. He must adjust the matter at once to the customer's satisfaction, or call his superior to adjust it.

"A doorman can *swing* the door in a manner to assure the new customer that he is in *his store* where people are prompt to serve him. Or—he can *sling* the door in a way that sticks in the customer's 'crop' and makes him expect to find a cranky, supercilious lot of people manicuring their nails behind the counters.

"A clerk who can say 'Pell Mell' when a customer says 'Pell Mell' and 'Paul Maul' when the guest says 'Paul Maul' can make the customer think himself right—and make us think the clerk is *all right*.

"And just here, take heed that in all minor discussions between our employés and our customers the employé is dead wrong—from the customer's standpoint and from *ours*."

* * *

GIVING VARIETY TO LOOSE LEAF DISPLAY.

THE Irving-Pitt Manufacturing Company provides dealers with a number of cut-out easel back signs and figures. A Cleveland dealer utilizes these signs on a twelve-foot table whereon loose leaf goods are displayed. They show but one class of books or sheets at a time and change the display daily, making use of the cut-out easel back signs, taking, for instance, the stenographer one day and standing it at the end of the table, placing before the figure about a dozen stenographer's notebooks and boxes of sheets. Another day they take the physician cut-out sign with a display of physicians' ledgers, large and small, and so on. In this way they state they can run a number of weeks without repeating. The results they have secured from this system are gratifying.

* * *

IMPORTANCE OF SERVICE IN THE STORE.

RALPH SWINTON in the "Inland Storekeeper" points out that the present-day merchant realizes that the extent to which his store renders service to its customers is the extent to which it is building good will and, after all, good will is the only foundation upon which permanent success in retailing can be built. Cut prices, shoddy methods, cheap merchandise, etc., may put money in the cash drawer over a certain length of time, but repeat orders and regular customers are the things that are essential to the building of a permanent retail structure and these can only come where a large element of service is present.

The service idea that the *customer is always right* is making progress in every progressive retail store. It is making progress because it pays. People like to deal in a store where they are sure of getting a "square deal," and if the dealer disputes with them about the soundness of the complaints which they make it may destroy entirely the desired appreciation.

There was a time when courtesy was not regarded as a factor of first-rate importance in determining the ability of a clerk or sales person in the retail store. Their ability to produce quantity sales was the important thing rather than their ability to build good will. All this has been changed in the store that is in line with modern practice. Again the service idea has come in. This idea suggests to the store customers that the clerk is not there so much to sell them goods as he is to aid them in buying the kind of goods that they want to buy.

* * *

WRITING BUSINESS LETTERS.

"THE STENCIL" gives the following advice on the production of good business letters:

(1) The shorter the better—for more people will walk one block than two, and read a short letter than a long one.

(2) Make one point—and be content—but let that point be the all-important point.

(3) Write it—not as you have heard it, but as you would say it. And read it aloud, to see if you can catch yourself being oratorical.

BUILDING A BUSINESS BY TELEPHONE

Being a Discussion of a Topic of Much Importance to Dealers Everywhere.—By R. C. Mason.

NOTE.—To obtain business—profitable business—and then more business, is the task of the modern business man. To help run the job efficiently and economically is the object of every modern office appliance. With these facts in mind, your attention is directed to the following article, which shows how the telephone, when properly used, is a remarkably capable office appliance, ready at all times to help Mr. Business Man develop his business effectively and cheaply.

AS an office appliance of very great necessity, the telephone, for years, has been looked upon as an extremely useful aid in business management. However, its use in dealing with business problems has been more casual than systematic, more occasional than regular. The courteous, systematic and persistent use of the telephone not only will help to build up your business generally, but will also mean for you increased net profits at decreased selling costs.

A good many merchants still regard telephone service chiefly as a convenience to customers. Busy with other details, they have overlooked the fact that the telephone can not only be used to serve present customers better, and sell them *more* goods, but can be used to *make* new customers. When properly used, the telephone will cut down selling costs, bring prospects, anywhere and anytime, within reach, and secure an approach that is dignified and pleasing. Doors are never closed to the telephone—it reaches where the best salesman may fail, and in the meantime, one is conserving the valuable time and energy of oneself and sales people.

Have you ever considered the possibilities for an expert telephone salesman, and by *expert*, I mean one who is well versed in the art of courteous talking over the telephone? Whether you employ a salesman or sales woman must depend on your own preference. I should vote for the sales woman, for the same reasons that women operators are best, instead of men operators, as they are more polite, patient and tactful in using the telephone. The duties of the telephone specialist are manifold and I shall enumerate a few.

1. Make engagements by telephone, for you, your salesmen and other representatives, who desire to make personal visits. The adoption of this plan will do away with long waits in outer offices. With the right kind of "expert," the way will be paved so pleasantly that your representative will be unusually welcome, and the additional business done and money saved will make this scheme attractive to salesmen.

2. Employ this telephone expert to follow up all kinds of literature and letters, which have been mailed, with a view to obtaining additional business. For this work, your telephone specialist should not only be familiar with your business, but should be provided with selling talks, written by the proper persons in your firm. This suggestion is made on the basis that your salesman would deliver your message better if a short-and-to-the-point talk is prepared—not to be memorized for parrot-like delivery, but with the important facts always in mind. A telephone card record should be maintained for such work, giving prospects' names, addresses and telephone numbers. After each telephone conversation is completed, the facts should be jotted upon the cards, and in this way, a complete record of your relation with each prospect is obtained. The specialist may also telephone after sales have been made to see if everything is satisfactory.

3. Let your telephone salesperson invite prospects to the establishment. The personal invitation—a bit of flattery perhaps—is much better than a letter, has much more punch, and is cheaper.

Every letter written in a business house costs somewhere between fifteen and thirty cents. This may seem a bit startling, for ideas on correspondence costs are generally bound up with the two-cent stamp. But if the items of stationery, postage, stenographer's time, filing copies, principal's time and so forth, are faithfully set down, it will be found that business correspondence costs a good deal more than most people imagine.

Investigation of the mail that comes into the average office will show that many writers are in your local telephone area. Why not have your telephone specialist reply by telephone to some of these letters, it is the quickest way—and the cheapest—even at many toll and long distance points.

4. To regain "lost" customers this expert should prove most valuable. Some interesting service "kinks" or complaints may be unearthed, which will be welcomed as aids in improving the service of the establishment. A displeased customer is the worst advertisement; the telephone clerk can work wonders, not only in bringing back business, but in winning friends.

Successful firms in every line are adopting this most modern method. For example: the Philadelphia office of an old established vacuum cleaner concern has for some time had two young women telephoning to housewives from names taken from the telephone directory, arranging for demonstrations of their cleaner. So successful were they in the number of interviews arrange in one section of the town that it was necessary to have them "work" another section, in order to allow the salesmen to "catch up," and to satisfy the requests of the other salesmen wishing similar ap-

pointments arranged for them. Selling talks were prepared for these specialists, whose voices are courteous and pleasant, and it was easy to arrange for demonstrations. A card is made out for each person called, and any remarks, or dates for future attention are noted.

Another concern, manufacturers and retailers of office furniture, employed a telephone specialist, at first, to solicit demonstrations of a new filing device. In a letter received from this firm, shortly after a good trial of this plan, expressing their appreciation of the help and suggestions, they report that for the preceding day, "twenty-two appointments were made; four requests for catalogs; fourteen persons not in; nine prospects agreed to visit the establishment; five turndowns." The work of this specialist has since been extended into various lines, which are solicited entirely by telephone.

One hotel, attractive and centrally located, wasn't filling its rooms during the summer months. From the society columns of the newspapers the management clipped the names of families spending the hot days out of the city. The men in these families were solicited by the pleasant-voiced secretary, to spend the hot nights in this cool, homey hotel, and the result came in satisfied guests. Later, this same hotel devised other means of attracting patrons to visit the hotel. Thursdays, usually being maid's day out, made it possible to telephone women in their homes, inviting dinner parties to this up-to-date hostelry.

E. F. Small, the Young Photographer, Who Uses the Telephone so Effectively in Business. Two Telephones and a Part of His Studio Wall Appear in the Lower Picture.

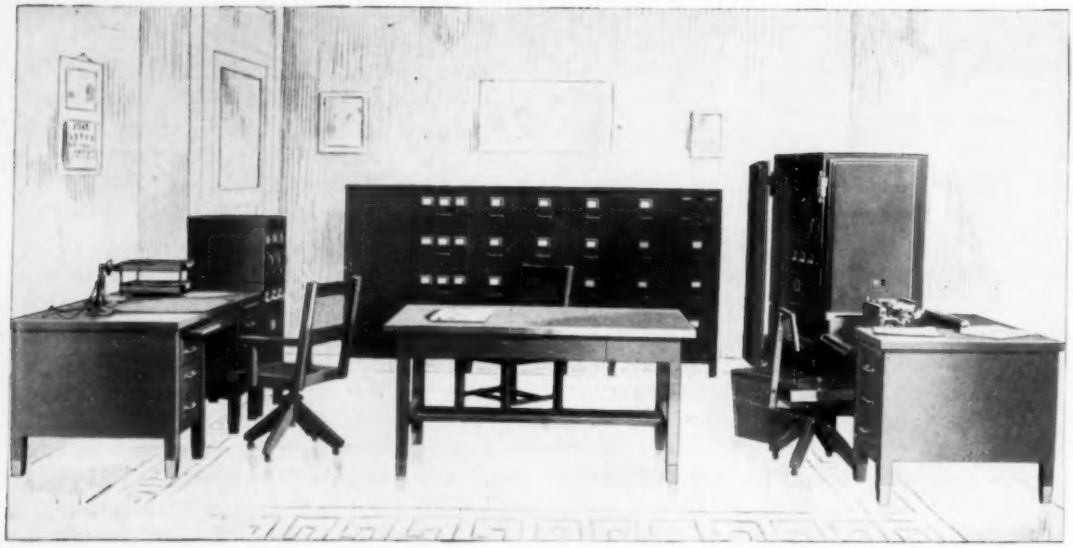
Another case is that of a certain lumber merchant, who does practically all of his business by telephone, both local and toll. By consistent advertising of his call number his patrons have come to think solely of this method of approach, when they desire to reach him, and he, in his turn, goes after business, far and near, by means of this office appliance. Another, a rising young photographer, at opportune times—birthdays, anniversaries and festive occasions—invites visits to his studio for portraits. One of his methods is to obtain a list of births from the city clerk's office, and the telephone saleswoman then calls each family and asks whether they wouldn't like to have the baby's picture taken at home. Another method is to scan the newspapers each day for announcements of weddings of prominence, and this results in many pictures of brides and of wedding groups. Other large events, such as commencements, concerts, etc., are noted and orders solicited.

Just the other day, a man was heard to speak gratefully of a telephone reminder he had had in reference to an expiring insurance policy. The call was made by an insurance broker who maintains card records of all his patrons and prospects, and constantly keeps in touch with them by this effective method.

Men in every line—office, store and factory—are looking for the best and cheapest ways of increasing business. You know your merchandise, your service, and whatever line you are in, bear in mind the fact that you are as near to the 9,200,000 resident and business telephone subscribers in the United States as your nearest telephone. As a dignified selling medium, the telephone, when *intelligently* used, offers a cheap and satisfactory method for building business.

Whether it be in receiving or going after business, courtesy is the keynote of successful telephone selling. When you go after your prospect via the telephone, use the same courtesy that is always yours. Greet your man with the good, cheery "Good morning, Mr. Watson," and Mr. Watson will feel as if the sun had just come out. There is no obsequiousness, no bootlicking about it, just the hearty voice of a strong, energetic man who is capable of doing anything he attempts.

Cultivate the "telephone smile," and if your clerks or your telephone specialist are soliciting for you, direct and instruct them in telephone courtesy. Teach them to speak in a clear, distinct voice, with the rising inflection. Remember that you are voice to voice, and that your personality is put upon the wire. Let your words and expression always be unmistakable evidence of your willingness and desire to serve and please. When you call, identify yourself at once and the person you are calling is then ready to hear what you have to say. Remember that smile answers smile; your courteous voice over the telephone will mean like tone in return, and you will count your success in satisfied customers.



Effective Arrangement of Steel Office Furniture.—Cut Shown by Courtesy of Van Dorn Iron Works Company.

INCREASING POPULARITY OF STEEL FURNITURE

Advance of Steel Furniture in Favor of Public an Interesting Feature of a Big Industry.

THOSE who have followed the development of office equipment during the last generation have been impressed with the enormous strides which have been made, not only in machines for speeding up the work of the office, lightening toil and improving the accuracy, legibility and general appearance of the finished work, but in the appliances for the storage and protection of documents of all kinds. One of the most striking advances which have been made in the last twenty-five years is beyond doubt to be found in the widening popular demand for steel office furniture—a demand which has resulted from the fruitful efforts of practical manufacturers who saw in steel a product which could be adapted to very important uses in the office furniture field.

Twenty-five years ago the use of steel receptacles for valuable papers was largely confined to bank vaults, government and municipal buildings, etc. For such purposes steel was widely recognized as the best available product, since it is rodent-proof, non-inflammable and practically indestructible. Where considerations of immediate economy were of secondary importance, steel was also the cheapest, since one installation would last indefinitely.

It came to be realized, however, that to confine so versatile a product as steel plate to use in vaults and storerooms below stairs was to give it but a small part of its real service opportunity. Makers were improving the quality of steel plate, too, and making it available for a wider variety of uses. Certainly, if thin steel plates would safeguard documents in the caverns beneath the government buildings, they would perform the same valuable function in the mahogany finished office of the chief up stairs. But here the steel plate encountered its first obstacle to popular favor. The chief's office was *mahogany* finished. His desk was heavy and of a rich old brown in color. The desks of his secretaries were the same, and his files, his table and his office chairs all matched up with the general effect. There was no jarring note. The ensemble was perfect. Besides, who had ever used steel furniture in his office? What precedent was there for substituting a thing of metal for the genuine oak or mahogany? Granting the whole of the steel man's argument, why should one destroy the harmony of one's office by putting in a steel equipment that did not match on the off chance that its protective qualities would some day be needed? Finally, steel equipment is more expensive than wood. We demand a reasonable economy. Can we justify the increased expense by proving greater durability? Has your product all the advantages in use which our standard wood equipment can give us—have you developed it mechanically to so fine a point?

At first the manufacturer of steel furniture could not answer all these interrogations satisfactorily. His finishers had not achieved the ideal oak or mahogany effects for the steel, nor had his mechanics devised drawers which would glide smoothly and evenly back and forth, no matter what their load. For a time, then, the development of the industry was along the line of special vault work of high character. Shelv-

ing and files were improved in workmanship and a strong effort was made to achieve perfection in all steel furniture devices, with the result that gradually steel furniture began to find its way into business offices. As processes were refined and perfected, costs began to be reduced, until finally the steel furniture factories were able to match any finish so well that even a practiced eye could not distinguish it from the wood; and mechanical details were so improved that steel furniture was every whit as practical in operation as any other.

But the manufacturers of steel furniture did not stop here. They found in steel a substance so versatile that it would yield itself to any desired design and finish. Below stairs steel equipment had been simply utilitarian. But when its use expanded into the principal offices, a higher artistry was demanded and was soon forthcoming. After the art of graining and producing a durable enamel in exact imitation of wood had been perfected—or perhaps along with the perfection of these processes—came beautification of design—the substantial and dignified lines of the accepted office desk, filing case, table, etc., of the present day. Finally, we find steel furniture taking its place as a regular part of office equipment. No longer does the steel furniture man have to fight for a hearing, for the utility of his product is well understood and its desirable features are no longer to be questioned.

The tremendous growth of the steel furniture industry in the last few years is but faintly appreciated by the general public. Some of the best minds in the country have applied themselves to perfecting the product and increasing its scope and application, until steel furniture is now unsurpassed in its practical features of construction, its strength and its beauty of design and finish. It has entered all fields, so that we now find bank equipment, counters, desks, tables, chairs, cabinets and even waste baskets and costumers made of steel.

For a time there was some controversy between the makers of wood furniture and the makers of steel furniture as to the relative degree of fire protection given by each to the contents of cabinets. But such controversies were not particularly fruitful, for, since no two fires are alike in their surroundings and intensity, it might readily happen that both sides would find support in its contentions. The manufacturers of steel products, of course, have devised some very remarkable insulated cabinets, combining dead air spaces and fire resisting materials within steel walls whose corners are spot welded to give great resisting power against shocks and pressure. Many of these cabinets are practically fireproof—that is to say, they will protect their contents intact under conditions as severe as any which are likely to be met with in a serious fire. Indeed, so strong are the fire-resisting qualities of this construction that such products are no longer marketed as cabinets, but as safes, which are approved by boards of fire underwriters, and which afford the same measure of fire protection as the older iron or steel constructed safes of great size and weight.

But it is found to be quite unnecessary to claim for the average steel equipment anything it will not do. Admitting that in a hot fire wood will burn up and single wall steel will provide a neat oven in which the contents may be reduced to ash, there is still enough to be said in favor of both products to give each a big field without crimination and recrimination. The degree of fire resistance to be required and the adequacy or otherwise of the equipment offered is something to be considered by the purchaser, who knows that iron will not burn, just as he knows that water will run down hill, and that an iron box without insulation may not protect paper if surrounded by a hot enough conflagration.

With the increasing demand for steel furniture came a growing spirit of enterprise on the part of the manufacturers, manifesting itself in an inclination to produce the best results possible. Competition among steel furniture manufacturers was very keen, and finally certain changes in business practice were brought about whereby the competition became co-operative in its character. The manufacturers organized themselves into an association which has done excellent work—work of a most practical character which has resulted in reducing costs and standardizing business practices which are capable of standardization. In other words, there are as a result of the co-operative spirit among manufacturers, fewer unnecessary motions and less repetition of effort. These things result in marked economies and have enabled all of these manufacturers to improve their products. Waste in manufacture is to a large extent eliminated and the result has been better goods of the highest possible standards at practically no increase in price. For good sense and progressiveness Office Appliances believes that the steel furniture manufacturers have set a splendid example.

"Great battles, whether of war or of trade, are won in hours, minutes and seconds—not in centuries, decades or years. Fortunes are made because men twist their fingers around the forelock of time. Victory was snatched from defeat at Waterloo by the determination of Blucher not to wait. A night lost would have cost Washington his success at Trenton."
—"The Psychological Moment," Globe-Wernicke Doings.

JOSEPH D. ROGERS

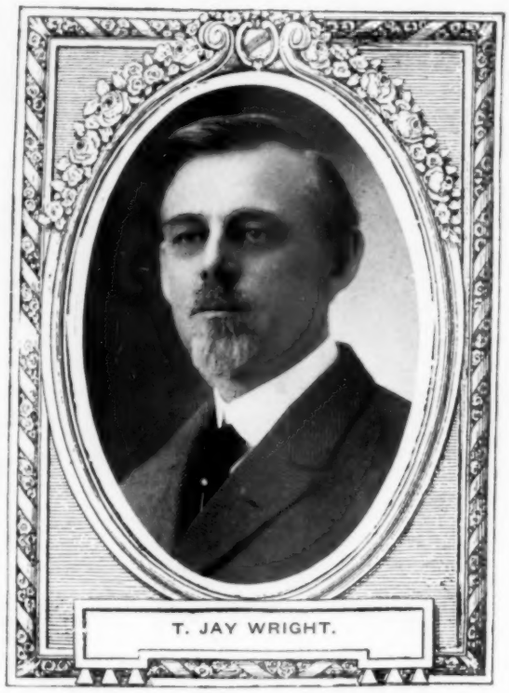
Hats off to Joseph D. Rogers, who has made good as general sales manager of the Art Metal Construction Company, Jamestown, N. Y.

Originally "Joe" intended to become a lawyer and studied law with James L. Weeks during his school vacations in the city of Chautauqua, N. Y., where he was born on June 17, 1885; but at this time his father died and he and his brother had to go to work. The first job J. D. tackled was with the Art Metal Construction Company in the tool room. After working in the metal department for some time he went to Cleveland, where he worked in the draperies and rugs departments of the Taylor Store. He was boss of the contract work in the draperies and carpets sections and built up a flourishing business. Later he went on the road for the wholesale department of the store. One of his most noteworthy accomplishments while in the employ of the Taylor Store was the closing of a $100,000 contract for furnishing metal railings, locks, furniture and decorations for the million-dollar Cuyahoga County Court House.

For some time Mr. Rogers was manager of the Cleveland branch of the Art Metal Construction Company, where he made such a success of the work that last fall he was brought to Jamestown and made assistant sales manager. Early in April, however, President and General Manager Stoddard of the Art Metal Construction Company announced that Mr. Rogers had been appointed general sales manager and given entire charge of the sales department. Since he has been at the head of the sales department he has made good in a big way, just as he always made good in lesser positions. He has proved, too, that he hasn't lost his skill at actual selling by landing a contract for 100,000 Carolas—a fifteen dollar steel phonograph made by the Art Metal Construction Company for the Carola Company at Cleveland.

Mr. Rogers is an automobilist in his leisure moments. He recently purchased a big Jeffery touring car in which he and his family find much satisfaction. Thus far everything has gone well except on one occasion when, through the fault of another, the lights on the car were smashed.

Mr. Rogers was married about ten years ago at Chautauqua, N. Y., to Miss Martha Snodgrass of Delaware, Ohio. Mr. and Mrs. Rogers have a daughter, Mary Josephine, who is two years old.



T. JAY WRIGHT.

T. Jay Wright, advertising manager for the Felt & Tarrant Manufacturing Company, was born in Monmouth, Illinois, along in the afternoon of the nineteenth century, while temporarily absent from the home of his ancestral clan in Des Moines county, Iowa, which clan foregathered there from Virginia many years ago.

His boyhood and early manhood were spent in Missouri, near Kansas City. After a common school education, administered under difficulties, he passed on to and through college with considerable credit.

Before taking up a serious vocation Mr. Wright says he sought diversion for a while as night telegraph operator in a railroad office, his first stand being at a tank town on the M. K. & T. in what was then the Indian Nation.

In 1886 he entered the service of the E. E. Souther Iron Company, St. Louis, as traveling salesman. It was the recognized ethics of salesmanship in those days to "get the order—by persuasion if possible, by force if necessary." Six years later he joined the Western Iron & Supply Company, St. Louis, in like capacity, going from there to Jos. T. Ryerson & Sons of Chicago in 1898.

Mr. Wright's active sales service terminated with his retirement from the position of special agent of the Hartford Steam Boiler Inspection & Insurance Company in 1906.

Soon thereafter an invitation to accept the post of Western editor for the Iron Age came to him. He did not know then what an editor was supposed to do, or how he was expected to do it, but had a notion that it was up to him to write yards of stuff soaked with honest-to-Pete wisdom and rewrite or blue-pencil everything offered by anyone else. One thing he did find out very soon, however, was that the editor has nothing on the baseball umpire when it comes to pleasing the public.

He was finishing his third year with the Iron Age when in the fall of 1909 came the call from the Comptometer to take charge of its advertising and publicity work. During the time he has been with the Felt & Tarrant Manufacturing Company it has been Mr. Wright's pleasure to see the business largely increase at home and develop in the principal foreign markets abroad. Plant facilities have more than doubled and notable improvements in the machine have been perfected.

TRADE MARKS IN THE OFFICE SUPPLY FIELD

A Discussion of What Constitutes a Trade Mark and Some Observations Regarding the Importance of Proper Trade Names and Marks of Identification.—By Waldon Fawcett.

EACH successive year finds possession of an established trademark ranking as a more valuable asset in the field of business equipment and office supplies. It is but natural, therefore, that each round of the clock or the calendar should disclose controversies more spirited and more numerous with respect to the right to the exclusive use of coveted means of identifying goods. The past few months, in particular, have served to precipitate an exceptional number of such disputes which in the outcome should prove enlightening to varied interests in the trade.

That clashes in the office appliance field over the use of brand names, trade-marks and labels are more numerous than formerly is not due, either, solely to the rise of a more covetous spirit with respect to familiar "commercial autographs." However, unquestionably, that is partly responsibile. When a trade name becomes, if not exactly a household word at least an office word or when a trade word attains, as in the case of "Kodak" a valuation of a million dollars a letter it is but natural that the success of such a selling slogan should attract imitators and near-imitators and substitutors who get as close to the original trade-mark as the law will allow.

In fully as great a measure, though, responsibility for the growing number of conflicts of interest with respect to the marking and labeling of office staples and specialties lies in what might be termed the increasing congestion of the office equipment field. As system in office routine has become the order of the day and with it has come a disclosure of the limitless possibilities of the office supply field, competition has grown apace and numerous new recruits have entered the manufacturing, the jobbing and the retailing branches of the business. Merely this swelling of the ranks has made for some confusion in trade-marking and labeling and there has undoubtedly been of late some unconscious and unintentional duplication of brand names, etc. However the "didn't know it was loaded" logic is an excuse no more accepted here than elsewhere and consequently it may be well worth the while of almost any man in the office equipment field to keep in touch with the trade-mark situation in his own sphere.

Some distributors may be wont to console themselves with the thought that trade-mark complexities need not worry them but only the manufacturers. However, this dodging of the issue is scarcely justified in view of the increase of one tendency in the trade, namely, the practice of private branding. In the office equipment field more than in any other line is there a preponderance of manufactured articles that are firmly entrenched by national advertising but at the same time it must be realized that with respect to supplies, if not with regard to equipment, is there a growing disposition on the part of jobbers and retailers to market goods under their own private brands, albeit their goods are, in most instances, manufactured for the seller under contract. Nevertheless this adventuring in private branding is giving storekeepers, agents, etc., a solicitude not formerly felt as to what is what in trade-mark ethics.

What is permissible and what is not allowable as a means of indicating the origin of office requisites is best indicated by decisions of the tribunals at the U. S. patent office and opinions of the federal courts in trade-mark disputes. Such pronouncements, that point the way for other trade-mark users, have been especially numerous of late and some of the precedents thus established are highly significant. A case that has attracted considerable attention was what is known as the Tatum case. In this instance the examiner of trade-marks at the U. S. patent office refused to grant federal registration for "Tatum" written both horizontally and vertically on a shield with a scroll above the shield. However, the trade-mark applicant who uses this design on office and stationery supplies appealed his case to the head of the patent office and the first assistant commissioner of patents has rendered a decision overruling his subordinate and allowing the Tatum mark to have Uncle Sam's sanction.

The point involved in this case was how nearly one mark may resemble another mark in use on the same class of goods without being construed to be liable to cause confusion in trade. On the face of it, there was nothing objectionable about the Tatum mark. That is it is not a descriptive word or a geographical name or any of the other things that are taboo under our trade-mark laws. Fault was found by the trade-mark examiner simply because "Tatum" written two ways on a shield seemed to him to be too strongly reminiscent of another mark for similar goods registered three years ago. This earlier mark consists of a shield-like design having on it the word "Toof" written horizontally and "Quality" written vertically.

In voicing the conclusion that these two marks ought not to cause any mix-ups in the office supply trade, the man higher up at the patent office said: "In view of the prominence of 'Tatum' which really dominates applicant's mark and the prominence of 'Toof' which dominates the registered mark and the fact that the registrant's device, while somewhat in the form of a shield is not in its entirety the representation of a shield it is believed that no confusion would arise between these two marks." This decision is especially interesting because very often when two or more trade-marks show resemblance the question whether the later comer shall be admitted at the patent office rests solely on the probability of whether or not the ues of the mark under scrutiny would lead ultimate consumers to accept the goods that bore it under the impression that they were the product of another house using a somewhat similar mark.

Trade-marks for paper that seemed to parallel one another were responsible for another recent tangle at Uncle Sam's trade-mark headquarters. In this instance the disputants were the John Hoberg Company and the Albany Perforated Wrapping Paper Company and the bone of contention was "Western." The moral for the stationer and office equipment dealer to be found in this case is to be sure you are right before you go ahead, in adopting a trade-mark. Neither firm had it seems used "Western" on its toilet paper and other specialties from the outset of its business career. The Hoberg Company used "Greast Western" first, and then "Northwest," finally graduating to "Western." The Albany

Company, on the other hand used "West" before it took up "Western." However, the evidence produced before the arbiters at the patent office was to the effect the Albany concern began using "Western" in 1900 whereas the Hoberg Company did not adopt it until 1903 and inasmuch as priority of use is a big factor in cutting any trade-mark knot, the decision went to the Albany house. Furthermore, it was the judgment of the Solomon at the patent office that perhaps account should be taken, under such circumstances, of the use of the word most strongly resembling the name finally adopted. But even though the situation be looked at from this angle it was the conclusion that the honors should go to the Albany Perforated Wrapping Paper Company because it was shown that this latter corporation began the use of "West" in 1893 whereas the John Hoberg Company did not introduce "Great Western" until 1895. And the official who had the final say held that "'West' is about as close to 'Western' as is 'Great Western.'"

Yet another recent decision of moment to the stationery trade was that in the case of the National Papeterie Company. Here, the examiner of trade-marks was upheld in his refusal to register "National" as a trade-mark for writing paper. The objection to "National" was that another interest in the office supply field had already registered "National Bank" as a trade-mark for writing paper and it was feared that if both marks were sanctioned confusion would result in the trade. This case recalls the recent experience of the E. A. Bauer Company which concern was struck with the thought, upon the organization of the Federal Reserve Board and the Federal Reserve Banks, that "Federal Reserve" would constitute a fine trade name for paper, particularly for stationery designed for the use of banks. However "Federal Reserve" was turned down at the patent office because place had already been given on the trade-mark register to "Federal," all of which illustrates how difficult it is to hit upon a trade-name that is really new and different.

Typewriter ribbons may not, with Uncle Sam's sanction, be branded "Peau de Soie." In a recent mandate to this effect lies a striking exemplification of the fact that whereas a merely suggestive word may sometimes get by as a registered trade-mark a word that is frankly dscriptive, or, worse yet, deceptive, can seldom pass through the eye of the trade-mark needle. "Peau de Soie" was blackballed because the dictionary shows that this French phrase to mean a thick, soft silk—"the best grades satin finished on both sides." Mr. George E. Pelton who had nominated this particular trade-mark candidate contended that thick, soft silk, satin finished on both sides, would be unfit for use as a typewriter ribbon but the trade-mark authority who has the final say at Washington declared that Mr. Pelton's contention "does not relieve the situation." In the estimation of the expert if the typewriter ribbons are not actually made of Peau de Soie then the words are deceptive as applied to these goods. In short, it was held that the words are either of a descriptive character or deceptive and the official pointed out that "either objection is fatal to registration." As a matter of fact it has frequently happened that words which would not ordinarily be accounted descriptive have been construed to have such meaning when used as brand names or trade-marks of office appliances. For example there was the case of "Magazine" which was refused to Eberhard Faber as a trade-mark for pencils. Even misspelling will not remove the obstacle, as witness the experience of the Scott Paper Company which was denied "Bestok" on the ground that is was a mere misspelling of "best stock."

There is no question, however, that during the past two or three years a spirit of greater liberality—a desire to give the merchant or manufacturer the benefit of any doubt—has characterized the administration of Uncle Sam's trade-mark bureau and as a result many words have been allowed on office supplies that might formerly have been rejected. Even in the Faber case, above cited, it was made clear that while the word "Magazine" must be denied for lead and colored pencils, as indicating pencils with a container for holding lead, the word would not be accounted descriptive if applied to erasers, crayons, pen and pencil clips, etc. Similarly the rulings in favor of "Ideal" as applied to fountain pens and "Elastic" for sectional bookcases have attracted wide attention.

A recent decision that may point the way to additional liberties in trade-marking for makers and marketers of office supplies was that in what is known as the Durable Wire Rope Company case. Of course, the office equipment trade is not interested in rope as a commodity but the disposition of this particular case seems to signalize greater leniency at the patent office for firms that desire to secure identification of product by means of an integral part of the manufactured article or some dash ot color associated with it. Office supply men doubtless recall the experience of the Underwood Typewriter Company when it endeavored to trade-mark the faceplate of its machine and that of the Eagle Pencil Company, to say nothing of the failure of the Waterman firm to win recognition of a red feed-bar as a trade-mark for fountain pens. But now comes a more liberal commissioner of patents who orders the acceptance as a trade-mark of the blue core of a rope, declaring that his office "must recognize commercial usages and conditions" and that it is no longer possible to stick to a hard and fast rule to the effect that "color alone can never constitute a technical trade-mark nor can a part of an article of merchandise be used as a trade-mark for the article." Office supply men who would fain pin their faith to a favorite color may likewise take comfort in a recent decision that endorsed the use of a red top or thread as a trade-mark for an automobile tire. In short it would appear that color is coming into its own as a signal of quality.

A RECIPE FOR SANITY.

Are you worsted in a fight?—
Laugh it off.
Are you cheated of your right?—
Laugh it off.
Don't make tragedy of trifles,
Don't shoot butterflies with rifles—
Laugh it off.

Does your work get into kinks?—
Laugh it off.
Are you near all sorts of brinks?—
Laugh it off.
If it's sanity you're after
There's no recipe like laughter—
Laugh it off.

—Edna G. Robson, Atlanta, Ga.

IN OTHER LANDS

News and Notes of the Activities in Office Appliances Field Abroad.

Office Appliances in Great Britain.

(Exclusive Correspondence of Office Appliances.)

London, August 16, 1916.

WITH the opening of the third year of the war the demands for typewriters and office specialties in this country is strong and even again growing. As has before been pointed out in these columns business has had a lot to contend against. The evils that were expected did not mature, but others have come along that were not anticipated and considerable hindrances have been the result. Instead of a big slump in business happening, as many people thought, something like a boom took place, owing to the heavy demands of the Government and the big extension of new enterprises in connection with the supply of materials of war. This rush of business was up against shortage of materials and labor, and most concerns found themselves unable to supply the orders that they had. Most travelers or drummers were called in, but these gentlemen are being retained on terms that make it possible for them to get along until their active work is once more needed. It was not thought advisable to get out of touch with trained help of this kind. The immense demands from army and navy quarters upon the supplies of labor, skilled and unskilled, have taken away great numbers of familiar faces from the trade. In many walks of the business, men have been replaced by women and girls, but this, of course, does not apply to the more highly trained sections, where, in a way, fortunately, the responsible people were too old for military service. Another point is the tremendous and surprising number of medically unfit men that one finds in the various headquarters and branches. These gentlemen bear no outward and visible sign, usually, of their inward nonconformity with military standards, but there it is. Luckily, a man with hammer toes, for example, whilst unfit for heavy route marching and campaigning, is still well qualified for indoor work and salesmanship, and so with a great many other of the infirmities that debar men from the army. Thus in many important quarters the demand upon the supplies of skilled labor has been economized and made lighter.

Going back to business generally, the country shows certainly a high degree of prosperity. The Board of Trade returns for July are highly satisfactory from the economic point of view, since the imports are only up 1.38 per cent, while the exports, compared with July, 1915, have risen 33.41 per cent. Moreover, in spite of a small decrease in the re-exports, the adverse trade balance for the month of July is reduced to $112,771,965, against $154,445,460 in June. Both the exports of British produce and the re-exports of foreign and Colonial merchandise are larger than in July, 1914, which, with every allowance for higher prices, is something the nation can be justly proud of. For the seven months of the calendar year the imports are up 9.18 per cent, the exports 31.96 per cent, and the re-exports 2.11 per cent; while compared with the same previous period of 1914 the exports only show a decrease of $58,660,290, or 3.9 per cent. For the last two years the figures are as under:

Imports—Seven months	$2,753,836,130
Increase on 1915	231,610,470
Increase on 1914	575,584,545
Exports—Seven months	1,440,654,690
Increase on 1915	348,932,695
Decrease on 1914	58,660,265
Re-exports—Seven months	310,080,110
Increase on 1915	6,421.060
Decrease on 1914	25,431,550

For the seven months ending with July the adverse trade balance amounts to $1,003,100,000, which is better than $125,000,000 than in the corresponding period of 1915, but goes against only $341,425,000 in the same period of 1914. Notwithstanding this it can be seen that the general trade condition is perfectly good and is rapidly improving, with all that this means for the future trade in typewriters and office appliance specialties.

The remarks of one London typewriter manager may be quoted as follows: Admitting that business in London has been quiet just lately so far as my firm is concerned, it must be remembered that London is a great distributing center rather than a manufacturing one, and it is very different in some of the great provincial manufacturing centers just now. I have just returned from a business visit to the northern counties and to Scotland. In the great industrial centers of Liverpool, Manchester, Leeds, Birmingham, Sheffield and Glasgow, they are as busy as they can be. In Sheffield, the making of munitions of all kinds is being carried on everywhere, from the biggest engineering works to the smallest factory or workshop, and I am told that from Sheffield alone at the present moment there is being turned out a volume of munitions more than equal to Krupp's output in Germany. Of course, all this affects the demand for the typewriter and the typist.

It is satisfactory to be able to add that typewriter companies which do not care to take up government orders under the conditions as to prices and supply which now prevail, and whose business is, therefore, dependent to a larger extent upon the normal demand for the writing machine, are able to report that the second year of the war is bringing them plenty of orders, and that they have nothing to complain of except the shortage of working staffs.

Even in the matter of ribbons, carbons, etc., conditions, which were once very bad in this department, are rapidly getting better. Manager F. J. Allen of the Columbia Ribbon and Carbon Manufacturing Company here, supple-

menting earlier remarks I have quoted of his, declares that business continues to be very brisk notwithstanding the war, difficulties of supply and shortage of labor. He adds: We have large stocks of both carbons and ribbons of all kinds, and despite the big increases in the cost of colors, paper, etc., do not anticipate any shortage for some time to come, either of our American or English-made lines, although, naturally, corresponding advances have had to be made in our own prices, which are being cheerfully paid as incidental to present general conditions beyond our control. We find that there is a largely increasing demand for our higher grade goods, which have not increased in price at the same rate as the cheaper brands, and it is very gratifying to us that this is the case and a good indication for the future of quality goods now that so many cheap and inferior lines have been, we trust finally, driven from this market. It certainly is a fact very applicable to our best brands that the quality is remembered long after the price is forgotten.

Then in another branch of the specialty business there is Director J. Halsby, head of the company making and selling here the Protectograph and the Protectograph Check Writer. He says: Of course there has been a let-up in business the last four or five weeks, but the fact that there have been no bank holidays this summer has really made a material difference in our business. The check writer is increasing daily in popular favor and since we last appeared in your columns we have installed this machine in a number of the very biggest business houses in Great Britain. One item, however, will be very interesting to you, and that is that Captain A. I. House, of the 22d London Regiment, Territorial Force, who was our London manager for several years and is well known to a large number of office appliance men, received the Military Cross on June 26 "for most distinguished service when commanding a half battalion. Under very heavy fire he traversed the danger area, showed great skill in organization and subsequent disposition of his command as reinforcements." Mr. Halsby concludes: This award to Captain House has made all the Protectograph force very happy. We think it the best piece of news that we have had in this office for a long time.

Then taking another branch—loose-leaf ledgers and other goods—there is F. Paul Impey, managing director of Morland and Impey, Ltd., manufacturers of Kalamazoo and Wagoner goods, who spoke to me as follows: Our latest factory extension is now complete and everything in running order. Of course it has taken two or three times as long as under ordinary conditions, but now that it is completed we are finding the benefit and are able to give much better delivery. We hope to continue to do this during the coming busy season, and it should be possible as we have trebled the capacity of the factory in the last two years. For the six weeks ending with July our English orders were larger than those of last year. Since you visited the factory we have been able to buy another block of land, making a total of twenty acres. After the war part of this will be laid out as playing fields, gardens, etc. Foreign business is good considering the difficulties of export, transit and so forth. We are expecting to exhibit in Amsterdam in September.

W. F. F. Freeman of the Merkham Trading Company, Ltd., tells me that his company is moving into larger and more suitably situated premises on the 1st of October and this is an indication of the trade these people are doing.

John E. Herring of Herring, Corre and Company, who are in the wholesale and export rebuilt and second-hand typewriter business here and who also deal in ribbons, carbons, etc., informs me that one of the most popular members of the firm has now joined the forces. This is Sergeant Corre, who is now repairing typewriters and doing other things "somewhere in France."

Managing Director W. J. Richardson of the Bar-Lock says that 132 of the members of his staff have now joined the army and consequently he feels rather short-handed. He continues upon a very important point as follows: In regard to the exemption of the mechanics, I think there is every probability of the government deciding to group them as a reserved occupation. In the meantime, it became necessary to take steps for their temporary exemption, and we have been very fairly treated by the Southwark Tribunal, in whose area our head office is situated. Undoubtedly they recognized that a very large number of our men had voluntarily joined the army, and that we have not applied for the exemption of any traveler or member of a male office staff. In fact, the whole of our office is being run by women clerks, with the exception of one man, who is over military age. In regard to travelers, as we made a rule for some time of not engaging anyone as traveler unless he had been wounded at the front, we may have limited our choice, but we are quite satisfied with the results. Our sale of ink ribbon has shown a very marked increase since the outbreak of the war, due no doubt to the public favoring the British made article, and the increase is likely to be more pronounced now that the government has prohibited the importation of typewriter ink ribbons, spools and tin boxes.

Managing Director A. Warren Yancey, speaking on L. C. Smith typewriter business, reports favorably on conditions despite the fact that half the male staff has gone now since the war began. Like Mr. Richardson, he is concerned over the mechanics exemption part and says: I am now very anxious to know what the government attitude is going to be in regard to the exemption question, especially with regard to typewriter mechanics. We have a number of appeals lodged with the tribunals, but up to the present time none of them has been heard, and, consequently, we are very much in the dark as to what may happen. I am strongly of opinion that the typewriter is absolutely essential in the clerical work in connection with the making of munitions, and for the speedy and legible writing of army orders and communications at the front. For these reasons alone, men in important positions with the typewriter companies, such as branch managers and mechanics, should receive greater consideration on the part of government officials. My company has not appealed for a single salesman, and has no intention of appealing for anyone whose services can possibly be spared without materially handicapping the efficient service that we are endeavoring to maintain in looking after the thousands of typewriters which we have in use throughout the country. I have serious doubts whether the responsible officials of the government fully appreciate the importance of keeping the typewriting machines properly looked after for efficient service.

The leading stenographers' journal in this country has been also dealing with the question of the exemption from military service of the remaining typewriter men by the government. It reports that in this connection further developments are taking place which give hope of a more definite settlement of the question, which is still a matter of concern for the typewriter companies. From their

point of view, the matter is now almost entirely a question of securing for the work of the typewriter mechanic the status of a reserved occupation. Joint action has been taken by the managers of the companies in pressing upon the attention of the government committee for reserved occupations the claims of the typewriter mechanics to the above status. At the time of writing no decision had been received. There are a number of appeals outstanding, and it is felt that some general line of policy should be followed in these cases, rather than the diverse views of the different tribunals. On this point it may be mentioned that when, some time ago, one of the tribunals was hearing a claim for the exemption of a typewriter mechanic, the opinion was expressed that "Great Britain used to write letters with a quill pen, and would do so again if need be."

But, as one of the typewriter managers remarked, "Great Britain is not fighting her battles in this war with bows and arrows, as she did in the days of the quill pen."

Managing Director A. L. Claflin of the Underwood, speaking of business, says: Our second year under war conditions has been a remarkably good one even compared with the years before the war was thought of. The only difficulty is to do the business with the reduced staff which the war has left us. One satisfactory feature about the increased business is that it is not all accounted for by government orders, or even the demand in connection with munitions and war work, but is also due to the demand from the commercial world.

General Manager Bland of the Empire declares that the last financial year just ended showed the largest business ever done by his company and the present period looks even better.

Manager Lilley of the Salter is also amongst the happy folk. He declares: From Russia, France and the Colonies there is an ever-growing demand for our British-made Salter, and our one difficulty now is to create sufficient supply to meet the demand. We are helping, with other British manufacturers, to bring the war to a close by making war munitions as well as typewriters. At home, in spite of the fact that our staff is depleted by patriotic employés who have enlisted, things are going well. With branches situated at Birmingham, Manchester, Liverpool, Glasgow, and our metropolitan headquarters at 165 Queen Victoria Street, we are able to secure a substantial portion of the typewriter trade. All our provincial branches are controlled from West Bromwich, and each branch appoints agents and sub-agents, in order that no territory may be left without the Salter influence.

General Manager R. J. Bray of the Hammond has joined the forces and received a temporary commission as lieutenant in the naval service—the Royal Naval Volunteer Reserve. The position he occupies is a technical one, in which his varied experience in technical and scientific work can be utilized to the best advantage. He is engaged in the compass department of the admiralty. The appointment is, of course, a temporary one, and Mr. Bray may be looked for again in his old position in the typewriter world when the war is over. In the meantime, Mr. Legg is looking after the Hammond Company's interests as acting manager during the absence of Bray.

East Indian Firm Makes Progress.

Among the office appliances houses in Calcutta dealing in typewriters, duplicating machines and accessories, the Modern Typewriter Company, 4 Mission Row, Calcutta, have made a decided advance during the last year or two. They have taken the sole agency for the Lion Typewriter Supplies Company of London, the Berkshire typewriter papers made by the Eaton, Crane & Pike Company of Pittsfield, Mass., and the Crescent Brass & Pin Company of Detroit.

This firm are also contractors and suppliers to several leading Indian railway companies, municipalities, district boards, Indian states, etc., all over India. They carry a large stock and have earned a splendid reputation in their dealings throughout the East.

The Modern Institute of Commerce forms an interesting addition to their business and is a notable member of the Commercial Schools group of Calcutta.

British Royal Men Promoted.

John T. Whitehead, formerly superintendent of agencies for the Visible Writing Machine Company, Ltd.,

John T. Whitehead, Recently Appointed Sales Manager of the Visible Writing Machine Co., Ltd., of London, England.

London, England, representatives of the Royal Typewriter Company for Great Britain, has been made sales manager of the Visible Writing Machine Company, with the sales of the London and branch office organizations under his control. Mr. Whitehead was a pioneer in the introduction of the Royal in the United States, having been superintendent of agencies in this country and Canada about nine years ago. He is a man of great energy, experience and determination.

Bennett Harris, formerly metropolitan manager of the Visible Writing Machine Company, Ltd., has been appointed special school representative for the British isles. Mr. Harris has had considerable experience in the school work of typewriter companies and has an intimate knowledge of educational matters in general besides an extended personal acquaintance among commercial school fraternities and associations. He has marked ability as a demonstrator and lecturer. Mr. Harris has spent nearly twenty years in the typewriter business in England.

E. A. Davidge, manager of the mechanical department of the Visible Writing Machine Company, Ltd., has also been given additional responsibility. The company has opened a new and larger factory at 36-37 Upper

Thames street, London. This new factory will be directly under the charge of Mr. Davidge. It is one of the most completely equipped and thoroughly organized fac-

E. A. Davidge, Manager, Mechanical Department, Visible Writing Machine Co., Ltd., London, England.

tory premises in the writing machine industry in Great Britain. It enables the Visible Writing Machine Com-

Bennett Harris, Special School Representative for the British Isles, Visible Writing Machine Co., Ltd.,

pany to offer a better and more efficient Royal service to its customers than ever before.

Royal Agents Open New Store in Paris.

Ste. Française des Etablissements Gaston Williams & Wigmore, Paris, Royal representatives for France and the colonies, on July 17, 1916, opened one of the most attractive and completely appointed typewriter offices in France, at No. 35 Avenue de l'Opera, Paris, halfway between the Tuileries and the Opera House, on one of the best known streets in the world.

The new offices have been furnished in splendid style. The walls are covered with heavily embossed, white and ivory tinted paper and the ceilings and woodwork are painted to match. A crimson carpet of thick velvet forms a part of the luxurious setting for the beautiful mahogany furniture with which the offices are equipped throughout. In the principal Royal show-salon, the resplendent beauty is reflected and enhanced by mirrors of French plate which entirely cover the rear wall. This room has the added advantage of a very large frontage on the famous Avenue.

J. H. Davis, managing director, has his private office on the second floor.

The Ste. Française des Etablissements Gaston Williams & Wigmore, Paris, has already organized a strong Royal sales force and is securing a large volume of business.

It is interesting to note that T. T. Malleson, Royal export manager, forwarded from France during the months of April, May and June, 1916, orders for over 1,300 Royal typewriters, all for immediate delivery and most of them sold before they were even shipped from our shores.

An Italian Touch System.

We are indebted to our friends Damiani & Giorgio of Venice, Italy, for a copy of Sig. Alfredo Tombolini's book

Sig. Alfredo Tombolini, Since 1910 Champion Typist of Italy in Speed and Accuracy, Whose "Manual for Quickly Acquiring Speed and Precision in Typewriting" Is Becoming a Standard Among Typists in That Kingdom.

called the "Tombolini System, a Manual for the Rapid Acquisition of Speed and Precision on the Typewriting Machine." This book was published in Milan in 1915.

Mr. Tombolini, by the way, is the champion typist of the Italian kingdom. He had taken a large number of prizes at typewriting contests throughout Italy including several medals given by the king of Italy and various industrial and semi-public organizations.

Mr. Tombolini's system covers suggestions for various different standard typewriters and gives the student the basic principles of the art of accuracy and speed on the typewriter so that a conscientious application of the rules laid down will result very soon in marked improvement in the ease, facility and precision with which the student writes. The manual is, of course, written in the Italian language. It contains sixty-four pages and is beautifully printed on enameled stock, with a large number of full half-tone illustrations and line drawings.

RUSSIANS LOOK TO U. S. FOR GOODS

Prominent Russian Houses Bring Opportunities to American Producers.

DURING the last few weeks Office Appliances has had the pleasure of meeting several gentlemen from the Russian empire who are visiting this country in quest of office equipment and other goods which they expect to sell in Russia, opening direct agency connections between the United States and that country. Politically there has long been a friendly feeling between the two countries; but the difficulties of extensive commercial intercourse, particularly in the smaller items of merchandise, have heretofore been all but insurmountable in the face of strong and alert European competition. Now, however, the war has brought about a condition in which America appears to be the logical market place for Russian merchants. It is practically the only large producing country not involved in the war. All the productive powers of the United States are stimulated to a high point of efficiency to supply the enormous demands made upon them by reason of the needs of warring peoples whose attention is diverted from the regular channels of domestic production. We are the granary, the storehouse, and the factory of the rest of the world at the present time in much larger measure than any other neutral country. This fact brings us an opportunity commercially such as no other nation ever before enjoyed; but we must work for permanency during the next three to five years, or our opportunity will be nothing more than a temporary gain.

Europe will "come back." After the war and a certain period of reconstruction there will be an intensity of competition the like of which we have not yet experienced. The Europe of the after-the-war period will not be the Europe of ante-bellum days; it will be a continent whose people have been tried by fire, with minds forged to a fine temper of efficiency and co-operative effort. Let us not delude ourselves that our friends abroad will be exhausted. It is true that millions will not return from the war and that other millions will go through life crippled and partially or totally dependent; but every human being, male and female alike, will have been trained by the war to greater efficiency in some particular. They have had to speed up their work to produce munitions and they have had to adopt the most drastic economies. Such training is educational. Factories which quadrupled their output of shrapnel under the whip of necessity can continue in the same spirit when commercial existence is the stake. Preferential tariffs will aid the rehabilitation of industries among the lands of the entente allies, while the Germanic states will look abroad eagerly for markets for the product of factories which as yet remain untouched by the actual devastation of war.

When the war is over and the great urge comes for the restoration of profitable productiveness, Russia with its population of 175,000,000 people, its vast reaches of productive land and its comparative poverty of manufacturing resources, will be hailed as the world's greatest customer. We of the United States are now on the ground floor, so to speak. We may handle the Russian trade in such a manner as to hold it and increase it year by year; or by indifference, suspicion, inefficiency and overbearing methods, we may hold it only until someone more efficient, with a better understanding of the field, comes and takes the business away from us. The gentlemen who are coming to us now from Russia are opening the way for the greatest commercial alliance which has ever been offered to American manufacturers. This is one of the opportunities which will never knock at our door again. To develop it, to make relations permanent and satisfactory, are worth the expenditure of real money, time, patience and conscientious effort. The prize is within our grasp. Bumptiousness, indifference and carelessness will not hold it. Let us get down to brass tacks, therefore, and understand ourselves and our neighbors, who offer their friendship along with their business.

Filing Cabinets for Southern Republics.

[Commercial Attaché Albert Hale, Buenos Aires, Argentina.]

There is a good market for filing cabinets in Argentina and Uruguay. In Paraguay, however, the market is small, and most of the purchases are made in Buenos Aires.

Investigation seems to indicate that the preference in Argentina and Uruguay is for wooden cabinets. One dealer in Buenos Aires informed me that there were ten wooden cabinets sold for every one of metal. This, of course, is due to the price. Some of the large institutions, like the Bank of the Nation, for instance, have installed a complete equipment of metal filing cabinets, but the ordinary business house, using only a few sections, will almost invariably pick out a wooden case.

The climate of Argentina and Uruguay is temperate and may be compared to that of California. Therefore the wooden cabinets do not warp and become useless as in the tropics. Paraguay, on the other hand, has a semi-tropical climate, with abundant rains, and it would seem that steel filing cases should have the preferences. I have heard complaints, however, that the steel frame does not retain its shape so well as does properly seasoneed wood. This is an argument which the manufacturer himself would doubtless be able to overcome.

Much depends, of course, upon the activity of the agent or representative. If he pushes his products he can make sales of either wooden or metal cabinets, although he may find it rather difficult to convince the business men here that they should pay so much more for a metal cabinet than it would be necessary to pay for a wooden one that apparently is just as satisfactory.

[A list of possible agents in Buenos, Aires, Montevideo, and Asuncion may be obtained from the Bureau of Foreign and Domestic Commerce or its district offices upon asking for file No. 1481.]

Russia Corporation Takes Exclusive Contract.

We learn from the vice-president of the Russia Trade Corporation of America that that company has just closed a contract with the Yawman & Erbe Manufacturing Company of Rochester, N. Y., for the exclusive representation of their goods in European and Asiastic Russia, Siberia and Manchuria.

八 (明治三十九年三月廿三日郵便物認可) (毎月一回廿日発行) 關西時報 大正五年六月一日 第二百号

費羅出府

在米通○○生

紐育を距る九十餘哩、米國第三の都會（人口百五十餘萬人）フヰラデルフヰアは合衆國の歴史に於て最も重要視せらるゝ處、僕は一寸所用を帯びて五日程滞在した、紐育からペンシルバニアの急行列車に乗ると二時間で行ける、然かも九十哩の間に止まる停車場二つ、内地なら梅も過ぎて櫻を待つ三月下旬、此處米國は折々雪の御見舞を受ける、爲めに樹木も未だ新緑の芽さへ出ずす、沿道殆る殺風景なり、然り我等を運ぶ汽車は米國でも一番作りの上等と云ふ評あるもので、構造は本製にあらずして隣から隣、鉄道の名は之れで初めて全く申したり、地理書で云ふと、大西洋に面し、デラウエアー河に添ふた一都會、河口には全國に往復する船が入る廣大なる港を有す位で、又歴史から申すと、ツモ〳〵今を去る事二百三十餘年前、英國のクエーカーの徒國内の迫害に堪へず クイリアム、ペンをして『余は世界人類の爲に一つの自由殖民地を見出さゞるべからず』と呼ばしめ遂に彼の力は時の英帝チャールス二世より彼等一族にデラウエアー河岸に移住を許可せしめた、其處で一六八一年の夏に移民の一隊が殖民地に渡航したのを以て序幕となる、又建設時に於ける移住者等相互契約は甚だ簡單なもので、要するに外飾と儀式を度外視し、簡單、直截、和順及び敬神と云ふ事に過ぎない、又ペンと土人との約束も極る簡單なもので、相互に信じ合ひて何事も好意を基とし考究、協議し、解決するといふので、之に對して誓もしなければ、記録も留めず、單に自色有色共に接する能はずと云ふ誠に簡明直截な盟約といふのだ、後一六八三年にペンシルバニア殖民の主都としてフヰラデルフヰアを認める事となり、爾來日に月に此の絶對自由の殖民地は繁榮を持續して遂に今日の大を為したのである、費府の歴史を書くとすると勢ひペンジヤミン、フランクリンの事績を書かねばならぬが、旅行記に餘り關係のない事だから省略した。

さて近代の費府と云ふても意味が廣いが、桑港を見、市俄古を見、紐育を見て、ペンシルバニア鉄道の修繕に下車した瞬間の感は前の印象に比して道路が一体に狹く、建物は摩天樓的のものも無いでは無いが、此等を外にして大体に古色を帯び、一言にして或程年數を經たる街だわいと言かれる、又行來ふ自働車も市、紐、桑の其れの如く何物かを捕へんが爲に追ふが如き感はあらで、何處となく趣を異にして居る樣に思はれた、僕は一商店長の案内で製造家倶樂部とも名くべきクラブの一室を借りて寝宿り したが、此處で一寸淋しく感じたのは、過ぐる年日本商業會議所員の米國視察團が 彼の禁獄が頼にしてあつた事であつた、又クラブの結構と云ひ、食事と云ひ、仲々立派なもので、此れは名の示す如く當地に於ける製造業家の倶樂部として立てられたものである、斯くの如き倶樂部を設立し得るは一面大いに工業が盛んでなくばならぬと思はれる、其處で一六八一年の夏に移民の一隊が殖民地に渡航したのを以て序幕となる、又建設時に於ける移住者等相互契約は甚だ簡單なもので、要するに外飾と儀式を度外視し、簡單、直截、和順及び敬神と云ふ事に過ぎない、又ペンと土人との約束も極る簡單なもので、相互に信じ合ひて何事も好意を基とし考究、協議し、解決するといふので、之に對して誓もしなければ、記録も留めず、單に自色有色共に接する能はずと云ふ誠に簡明直截な盟約といふのだ、後一六八三年にペンシルバニア殖民の主都としてフヰラデルフヰアを認める事となり、爾來日に月に此の絶對自由の殖民地は繁榮を持續して遂に今日の大を為した

の精製が掲げられて居る、又費人は例の米國式日調で此は世界中で第一番の紡織製造市だと聞かして呉れる、又世界一のレース工場と、三四の世界有數のカーペット（敷物）工場もあると云ふて居る、此處のカーペットの歴史は一七九一年頃に初めて製造されたので、其れが出來ると司時にアレキサンダー、ハミルトンといふ人は輸入カーペットに對して輸入税を課する事にした、此れが今日米國製品保護を目的とした保護貿易最初の輸入税だと云ふ事である、右列記した内で機關車といふ物があつたが、此處にはボールドウヰン機關車製造會社といふのがあつて、此も世界で一番古くて一番大きな面して最も成功した機關車の最初の製造者だと傳へられて居る、其完全な機關車の製作は一八三二年の事で、其れが今日は日に八臺を製し、職工の數一萬九千餘人と云ふて居る、又費府は一七一〇年以來製造業の中心的製造地として其名が唱へられも現狀となつた、現今費府に於て製造せられるもので第一に特記すべきは桑大小、カーペット、帽子、機關車、染色及び仕上、電車、油布及びリノユーム、銀及び運動器具等とし、第二には婦人用帽子及び衣服類、紙製品、毛織品、皮革及び砂糖

ペンシルバニア殖民地は繁榮を持續して遂に今日の大を為した

カントリーヂエントルメン（紳士雜誌）週刊は毎週四十萬部を下らぬ程發行すると稱されて居る。

面して此等を通算して印刷部は月々千二百萬冊の立派な雜誌を刷り出し、一年には一億四千萬冊以上を出版するのだそうだ、文字に書くと何でもないが、以下物に喩へた下りを見ると成程世界一だわいと感ぜられる

二、米國に於ける一千五百人の讀者から受取つた通信に依ると、レディースホームジヤーナルは殆んど全人口の一割に行き渡り、サタデーエヴニングポストは十人に對し一人宛の讀者を有する比例になる

三、カーチス建物内で前記の三誌の爲に使用されて居る物置場は二十一エーカー（一エーカーは我邦の四段餘）の廣際に使ふて居る。

四、百二十八臺の輪轉印刷機は印刷する爲に費使はみな〻落レディースホームジヤーナル一月分は中均百七十七萬四千冊（一冊は百二十頁）で此を郵便列車に積むとすると大形の貨車六十臺を要する

五、毎月の普通號レディースホームジヤーナルの頁を引延ばして一ヶ月分を連結すると世界最高峰たるヒマラヤ山麓のエベレス山の高さに同じだと（山の高さ二萬九千二尺）

六、印刷紙の一日使用料を發行雜誌の幅（約一呎）にして延すと紐育から桑港に廻き御餘分が大西洋岸のポートランドから ローランデエルス迄續くと稱される

七、三誌を發行するに要する一年間のインキ使用料は七十五萬六千七百七十磅を要し其壺罐の鑵と鑵を接續すると其の長さが六哩強となる

八、一年間に一千二百萬の郵便切手を使用し、其上會社から郵便を直接出す爲に其

毎年の食堂で居る

十六、與會社は此等三誌を他の雜誌と無代変換をしたり、又廣告に對し雜誌以外の賞品を與へたりする事なく一定の代價に對に應じて居る

上の如き次第で、成程此なら世界一と云ふても疑はしくないと思ふたが、讀者諸君は如何に感ぜらるゝや、工場も一瞥したが迂つた記事は省く事にした。

與費府に於ける有名なものは、米國独立紀念たるインデペンデントホール（自由の鐘）及び小貴商店として世界に其名を響かして居るウナメーカーの本店が此處にあるのであるが、其れ等は抜にして此稿を終る事とする。

運送費として政府に年六十萬弗（百二十萬圓）を支拂ふ、併し此等の金高は他の方法に依る運送費を含んで居らぬものである。

九、會社は年に二百萬通の手紙を受取り、一日の着信は三萬五千通を下らず、又封入の送金は日に四萬弗（八萬圓）より少い事はない、

十、發送に要する包紙は一年五十七萬五千哩に達す、此を縛る紐の長さは三千九百哩に要し、此を縛る紐の長さは三千九百哩に達す、

十一、毎營業日（一週六日）の發送量は百六十五噸（一噸は二百五十貫匁）を一年中缺かした事なし、

十二、會社の通信は大部分ホノグラフに吹込に要するもノ みなるのみに

Page from the "Stationer's Journal" of Osaka, Japan, containing one of several articles by Fujio Mamiya on his impressions of America. Readers of Office Appliances will recall the article written by Mr. Mamiya on this subject some months ago. The five articles for the Japanese paper covered Mr. Mamiya's experiences in San Francisco, Chicago, Syracuse, Philadelphia, and New York. English translations of two of the articles have been furnished Office Appliances. Mr. Mamiya has proved himself a capable writer and student of business affairs.

NEW MACHINES AND DEVICES

Descriptive Notes of Some New Inventions and Improvements in the Field, with Illustrations.

A New Transfer Case.

A new stacking transfer case has just been put on the market by the Allsteelequip Company, Aurora, Illinois, which promises to become very popular. It has several attractive features, one of the most important of which is the fact that the case completely encloses the drawer. This affords protection in case of fire, excludes the dust, and makes a very neat-looking case.

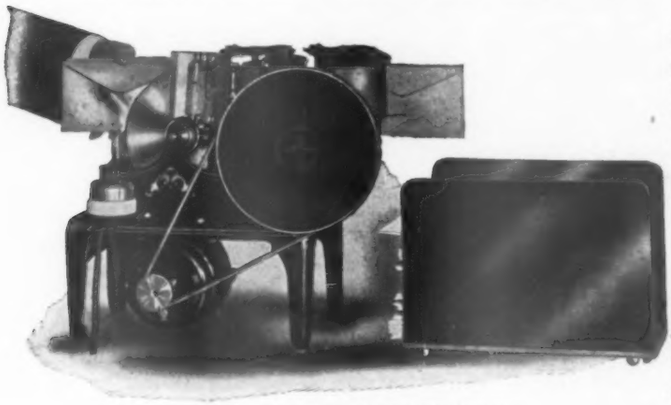
Another important feature is the fact that the Allsteelequip case stacks very closely together, both between the cases in the stack and between stacks. This is due to the fact that heavy steel bands are used for re-enforcing, and the framework and legs are formed from one piece.

There are no loose parts used, such as bolts, screws, pins, clips, etc., in the stacking arrangement. There is nothing to get lost, and it is but the work of an instant to place one case upon another, locking them securely.

The aim of the manufacturers in producing this case seems to have been the making of a practical case at the lowest possible price.

An Improved Saunders Sealer.

The Sealograph Company, 521 Southwest boulevard, Kansas City, Mo., announces the Model B Sealograph, the latest improved model of this envelope sealing machine.



The New Improved Saunders Sealer.

The sealing rolls are made of steel, electrically welded and rubber covered. The moistening roll and tension plate are of improved design and material and the belt tightener is of a perfected type. There are an improved spring tension and many other additions to this machine, making it a very serviceable device. It comes completely equipped with A. C. or D. C. motor, switch, attachment cord and plug. The machine includes also a metal receiving tray.

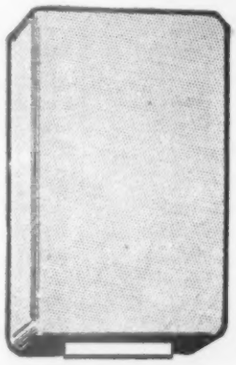
A New Paper Fastener.

The "Sureloc" is the name of a new paper fastener which has just been brought to our attention by the advertising agency of Granville S. Standish, Lapham building, Providence, R. I. It is stated that the "Sureloc" fastener actually locks papers together and stays locked until opened with the fingers. Two papers, it is claimed, will be held together as securely as a dozen by the "Sureloc" and cannot become separated. When pressing the "Sureloc" fasteners together there is no danger of the prong pricking the fingers. The prongs of the "Sureloc" are covered with a guard. This fastener is extremely light in weight and when attached makes a flat, thin fastener. They are made in two sizes, packed in boxes of 100, ten boxes to the carton, or in bulk in boxes of 1,000.

The Pacific coast agent for the "Sureloc" is Alfred H. Bullion, 717 Market street, San Francisco, Cal.

A New Envelope Sealer.

The America Sealer Company, 4642 Ravenswood avenue, Chicago, has brought out what is called the American envelope sealer and stamp moistener. This is a small



New "American" Envelope Sealer.

device made of high-grade brass, finished in nickel, silver or gold, as the customer may desire. It will not corrode or rust and is sanitary in all respects.

The American envelop sealer is 2 inches long by 1⅛ inches wide. It contains neither felt, nor sponge nor pads. The water for moistening is fed by means of a metal tongue. It is said that anyone can operate it and that the device is practically non-breakable, cannot get out of order and has no parts to replace. It is claimed that the American sealer will not leak and that it may be carried conveniently in a handbag.

New Sectional Card Record Desk.

The Globe-Wernicke Company of Cincinnati has perfected a sectional card index record desk which has many features of merit as a time and labor saving device. The writing bed of the desk is situated between two Globe-Wernicke card index pedestals, so that the operator has within instant reach of either hand thousands of card records whose classifications are all in sight.

It is said that the use of this desk eliminates the distraction incident upon having to move about from place to place in search of card records, enabling workers to accomplish 50 per cent more work in a given time.

Each pedestal measures 22¼ inches in width, 37¼ inches in depth and 30½ inches in height without the lid. With the lid or cover which protects the cards when they are not in use the height is 32¾ inches. The trough of the pedestal into which the card trays fit measures inside

35¾ by 20¾ by 9⅝ inches. The leg base of pedestals measures 21¾ inches in height.

The posting section measures 29½ inches wide, 20 inches deep and 5½ inches high. When in place the writing top is 30½ inches from the floor, leaving a knee space of 25 inches. The drawer in this posting section measures inside 28 inches wide, 17 inches deep and 3¼ inches high.

The floor space occupied by two pedestals with a posting section between is 74 by 37¼ inches. Card trays which fit into trough of the pedestal are removable.

These posting outfits may be combined in various ways, either back to back, for the use of two persons, or two or more outfits in a row, according to the arrangement of the room and the space available.

This card record index desk has many uses, as a card ledger posting desk, or for quota records of salesmen, subscription lists, credit lists, customers' lists, price quotations, stock records, cost records, mail order lists, employés' records, membership lists, insurance records, license records, fire reports, police records—in fact, its uses cover all cases where a large number of record cards are constantly employed. Its unit construction makes it possible to extend it indefinitely.

Useful Pencil Holder.

The Rogo Pencil Holder is a device placed on the market by Rogers & Goldfine, 108 North Dearborn street, Chicago. It is made of metal and furnished in several finishes. It is claimed that it will hold pencils less than one-half inch in length. The manufacturers report that they have called on a few large concerns and have secured big orders. In some cases this device is used as an advertising novelty, but it is sold to people who want it for their own use.

"Rogo" Pencil Holder.

The manufacturers of Rogo Pencil Holders desire to sell the device through the trade and will be glad to hear from stationers and specialty men.

Rule for Measuring Typewriting.

The Los Angeles Stationery Company has placed on the market a new rule for measuring typewriting, both as to letter spacing and line spacing. The name of the device is the Typewriter Scale Ruler. By means of the rule one may lay out work so that there are even margins, and so that display lines and titles are centered. The rule may also be used for counting lines or items when each item constitutes a separate line, in either single spacing or double spacing. The device is said to be especially valuable in determining where tabular stops are to be placed on the typewriter for tabulation work.

Some of the purposes to which the Typewriter Scale Ruler has been applied with excellent results are checking back items in estimates, preparing neat mimeograph stencils, laying out typewriting in civil service tests, figuring how much typewritten matter would go on a postal card, finding where the town and date line should come on a letterhead to be printed, etc.

The Los Angeles Stationery Company, 848-850 South Hill street, Los Angeles, Calif., will be pleased to furnish f rther information with regard to its Typewriter Scale Ruler.

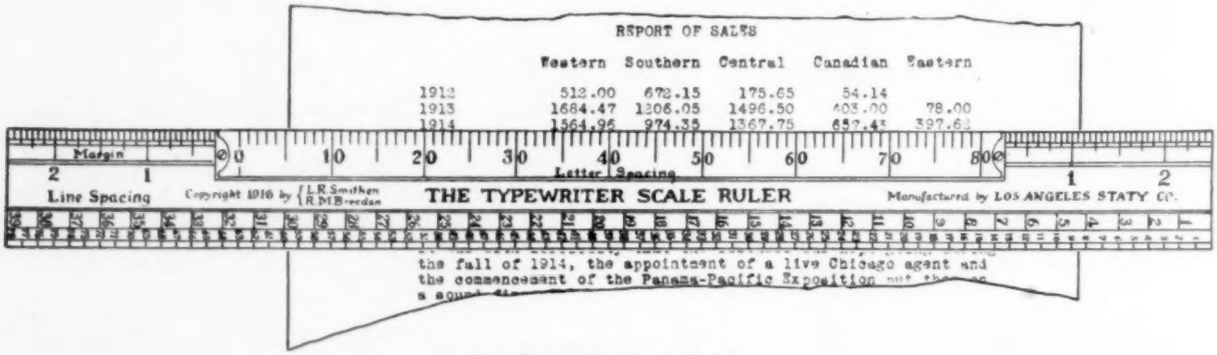
New Stamp Pad.

The stamp pad illustrated on this page is manufactured by the Superior Type Company, 32-40 South Clinton street, Chicago, Ill.

In introducing Superior stamp pads and inks, the manufacturers claim many points of advantage. These pads have a rubber base, making them noiseless, durable and attractive. The materials used in the ink retainer of these pads are of the very highest quality adaptable for this purpose. The inks are quick drying, and being of a glycerine body retain their freshness in the pad for a long time. They have no offensive smell and the manufacturers guarantee that they will not injure rubber stamps.

The company calls especial attention to the fact that its "Unexcelled" quick drying ink for self-inking stamps will not injure the rubber, retains its freshness on the self-inker pad for an unusual length of time, has no offensive odor, and that the colors are bright an dpermanent.

Superior "Noiseless" Self-Inking Stamp Pad.



New Typewriter Scale Ruler.

NEWS AND MISCELLANY

PRESENTING THE IMPORTANT NEWS OF THE MONTH WITH AN INTERESTING REPORT OF THE NOTABLE ACTIVITIES IN EVERY SECTION OF THE FIELD

Important Fountain Pen Litigation.

In the advertising pages of this number is an important announcement by the Sheaffer Pen Company, of Ft. Madison, Iowa, giving a synopsis of the decision of the Examiner of Interference, U. S. Patent Office, in the fountain pen patent case of Craig versus Sheaffer. This contest has been a long-continued affair and it has resulted in a decision for the two-bar self-filling invention of W. A. Sheaffer, establishing the priority of the Sheaffer idea. The case has involved great expense, considerable travel and a deep study of patent questions in general. The examiner in concluding his decision stated that Craig, the complainant, has not established independent inventorship or disclosure to Sheaffer, and the circumstances in the judgment of the examiner are all in favor of the defendant.

The decision bears upon the improvement of self-filling fountain pens in which an elastic ink reservoir is compressed by a bar acted upon by a lever pivoted in a slot in the pen casing. Craig, it appears, alleges that he conceived of the invention upon which the Sheaffer patents are based about the middle of December, 1912. He asserted that he disclosed it by means of a crude embodiment about a day or so later. He alleged the manufacture and marketing by Sheaffer a few months thereafter. Sheaffer alleged conception and disclosure of the idea about January, 1912, stated that he disclosed his ideas to Craig in November, 1912, and that he reduced the ideas of this pen to practice in February, 1913. It is asserted that 200,000 pens, involving this invention, have been sold.

Testimony says that Walter A. Sheaffer, head of the W. A. Sheaffer Pen Company, is a jeweler of long experience, a skilled tool maker and metal worker. A patent was granted to him upon the "single bar" self-filling pen on August 25, 1908. Prior to the date of the conception of the idea alleged by Craig, Sheaffer had filed three other applications for patents for inventions in fountain pens, upon which patents have either been issued or have since been granted.

Craig, it appeared by the testimony, is younger than Sheaffer and has had some experience in commercial lines. At first he was employed by a shoe company, and then became a clerk for the Adams Stamp & Seal Company of St. Louis, spending about six years in its employment, most of this time in the pen department selling and repairing fountain pens. Later he spent a short time with the L. E. Waterman Company, New York, repairing pens. He finally went into the employ of the Sheaffer Pen Company. It appears that Sheaffer, with the knowledge of Craig, took steps in February, 1913, to patent the double bar pen invention in his own name. The evidence appears to show that Craig knew this but did not himself file an application or take any steps to protect what he alleges to be his rights until more than a year thereafter, during which time he remained in the employ of the Sheaffer Pen Company.

Craig alleged that he disclosed his ideas to Sheaffer, but the latter insisted that he directed Craig as an employé to make the models and that he, Sheaffer, conceived the ideas from which the models were made himself. He furthermore introduced evidence to support the claim that he had conceived the idea of the double bar pen as early as January, 1912. It appears from the evidence presented that he first disclosed his invention to Julius L. Schnell in January, 1912, in the latter's office in New York city. Schnell is a manufacturer of fountain pens and in January of that year Sheaffer went to see him with regard to parts of his so-called single bar pen. He testified that while he was there he described to Schnell the two bar structure as an improvement over his earlier construction. The disclosure was made by sketches and by a so-called Duryea bar which was found in Schnell's office. Mr. Schnell being called to testify corroborated Mr. Sheaffer's testimony in every particular. He was the first witness called on behalf of the defendant, and described the structure which Seaffer showed him in January, 1912. This testimony the examiner regarded as conclusive in establishing the fact that Sheaffer conceived the idea of the double bar pen as early as January, 1912. This was prior to his employment of Craig, and since the latter did not claim to have effected any actual reduction to practice except that produced by Sheaffer early in 1913, Craig cannot sustain his case.

The case of Craig was defended by the Kraker Pen Company, of Kansas City, with which George M. Kraker is connected. Kraker, it appears, was a stockholder in the Sheaffer Pen Company at the same time that Craig was an employé of that company. Later on he sold his stock and made a contract with the Sheaffer company for exclusive agency for Kansas City and vicinity. In August, 1914, the Kraker Pen Company was organized. Craig, it appears, continued with the Sheaffer Pen Company until January, 1914, when he left and shortly thereafter made connections with the Kraker Pen Company.

In view of all the circumstances of the case and all the evidence presented, the Examiner of Interferences, H. E. Stauffer, awarded priority of invention to Walter A. Sheaffer.

The "Line-up" in Wheel Chairs on the Boardwalk, Atlantic City, N. J., Where Underwood Managers and Officials Held a Big Nation-wide Convention Last Month.

UNDERWOOD CONVENTION BIG SUCCESS

Mr. Neahr's "Party" at Atlantic City, N. J., an Enjoyable and Profitable Four Days' Convention.

THE Underwood Typewriter Company's convention of branch managers, held at Atlantic City from August 14 to 18, inclusive, or "Mr. Neahr's party," as Vice-President C. L. Rossiter several times referred to it, was not only one of the most pleasurable events in the company's history, but one of the most interesting and successful conventions ever reported in Office Appliances. From the start it was apparent that it was to be a most unconventional convention, a fact that might have been anticipated, for that is the general sales manager's way. What the visiting managers thought about it is summed up in a remark by one of them on the last day of the meeting. Referring to an article in a recent number of this journal in which the general sales manager was termed "Czar," this manager remarked, "J. E. Neahr may be a czar all right, but believe me, he is some czar"; again proving that the autocratic form of government is good if the autocrat be of the right sort—all of which has nothing to do with the story.

Although the convention was called for Atlantic City, the managers from every part of the country met in New York, where they were entertained at lunch on August 14. After lunch, the party, headed by J. E. Neahr, general sales manager, and including C. L. Rossiter, vice-president; D. W. Bergen, treasurer; J. J. Hinchman, assistant treasurer; L. W. Guernsey, secretary and comptroller; Harry Bates, manager of advertising; C. D. Rice, chief of manufacture; J. L. Seitz, general manager for Canada, and a number of central office department chiefs and assistants, a company of something more than one hundred, were taken in taxicabs to a special express train for a fast run to the great resort.

The Traymore, chosen as convention headquarters, is not only the largest fireproof resort hotel, but one of the most complete and attractively appointed hotels in the country. Moreover, everything which the Traymore provides for its guests seemed to have been especially designed for the Underwood group, and every member of the house staff particularly engaged to see that each visitor got everything which was coming to him. Nothing was withheld. There was no limit. The instructions to each man were, "Go as far as you like." If anyone missed anything it was certainly his own fault.

1. General Sales Manager J. E. Neahr, who insisted upon keeping in the background at his own "party." Presented at the front in violation of his special order.

As each man signed the hotel register, he was handed a book of coupons for rolling chairs, good for the entire week, and invited to have a turn up the boardwalk to the Underwood exhibit on Garden Pier. The exhibit consists of the Giant Underwood shown at the San Francisco exhibition, and a model of each type of machine built by the company for correspondence and bookkeeping.

The display is even more impressive at Atlantic City than it was at San Francisco. The pagoda like structure, with its red-tiled roof, in which it is housed, fronting on the boardwalk, is practically walled with glass and is of such exact size for the big machine that it appears to have been built for the purpose.

The exhibit, which is in charge of H. O. Blaisdell, became the favorite meeting place of the managers when not elsewhere engaged. Miss Margaret Owen, the world's champion typist, gave several demonstrations of "speed with accuracy" and also made the first flight—but that's another story, as Kipling used to put it.

The Program.

In the conventional convention there is always a badge and a printed program; the former for identification and the latter for information. But this wasn't that kind of a convention. It was a family party. Only Mr. Neahr and one or two assistants knew what would be done, and as for identification—well—"They know each other by instinct as all winners know each other," remarked the chief host, when asked about the matter.

Upon returning to the Traymore, after the visit to the exhibit Monday afternoon, word was passed around that the European dining room menu card was interesting and that the letter U, which was as good as specie payment, took up but little space on the waiter's order blank.

Choice of entertainment for the evening was left to individuals, so that those who

2. Clinton L. Rossiter, vice-president; D. W. Bergen, treasurer. 3. Harry Bates, advertising manager, and C. D. Rice, factory superintendent. 4. Rose L. Fritz, New York, and J. L. Seitz, T oronto.

were seeing the big resort for the first time would have opportunity to acquaint themselves with its many attractions.

Tuesday morning the information was received that the surf would be at its best at eleven o'clock, and that no business engagements would be allowed to interfere with bathing; nor with sailing, Kelly pool, indoor golf, roller chairs or any similar inclination which any member of the party might have.

During the day tickets for the evening performance of "Cohan's Broadway Revue," with Richard Carle in the leading role, were given to each member of the party.

After the show the dancing room of the Traymore proved an attraction for a considerable number.

That the visitors might have a sample of every condition, the weather man provided a fine gray day for Wednesday. The slight mist until eleven o'clock lent variety to rolling chair trips under waterproofs along the boardwalk. The heavy downpour in the afternoon made within doors especially attractive.

Thursday morning, in response to invitation, the entire party in roller chairs met at the exhibit, where a group picture and several interesting snapshots were taken. After the picture the party was requested to take the chairs and proceed up the boardwalk to the Inlet. The line was stopped at the Jaquith Flying Machine Pier. Before all were aware of what was to happen, the engine of the big machine was started. A moment later it was held at anchor by attendants while Miss Owen was carried through the sea to be placed aboard. There was a great whirr of the propeller and the machine went at a lively clip through the water. Ten minutes later it arose for flight over the city and the sea and half an hour later it landed at the pier, where Miss Owen was given a great ovation. The next passengers were Vice-President Rossiter and Frank Robinson. These were followed by Joe Seitz and Tom McMahon, who were in turn followed by Geo. Button, A. W. Eaton, C. A. Beemer, and E. C. Eachel. The last to ascend were C. V. Oden and R. G. Daniels. Interesting pictures of the air joyriders and the convention group are shown in connection with the report.

5. C. A. Harton, Cincinnati; C. A. Beemer, New York; G. W. McClellan, Chicago, Caught by the Camera in Parade on the Board Walk.

At three o'clock the party met at the Traymore, and at eight sat at a formal dinner, in the beautiful Florentine room, which from its location on the eleventh floor affords a magnificent view of the lights of the city.

The Closing Dinner.

At a conventional convention the formal dinner would be called a banquet. Everyone knows the menu of the "banquet" from the cocktail to the filet of beef and on down to the wine.

But this was a real dinner, of real food. There was no ragtime orchestra, which some wit said put the din in

dinner, nor any cabaret of "ten, twent and thirt" stunts to inject discord; nor was the trite "We have with us tonight," etc., etc., once sounded.

Opposite the menu on the double card were the two words, LOYALTY AND CO-OPERATION, used by Mr. Rossiter at the opening session on Monday. (There were business sessions but that, too, is another story.)

Mr. Rossiter, who left the convention Tuesday morning on account of business engagements in New York, returned on Thursday to preside at the dinner. He complimented the managers upon their splendid achievements, shown by the records established during the past year He referred briefly to some of his remarks earlier in the week and said it was not his intention to personally engage the time of the company but to call upon some of the managers for the talks of the evening. Before proceeding to that, however, he called upon Gene Clowes, of Richmond, Va., to lead in the song he wrote for a former convention. Copies of the song having been distributed, the entire company joined the distinguished singer from the banks of the James river in "Underwood, My Underwood" to the music of "Maryland, My Maryland."

Following the song, J. H. Blodgett, manager of the Philadelphia office, and one of the old guard, made a capital address upon "What it means to sell the Underwood," closing his remarks by reading the Underwood annual statement which he had clipped from a daily paper, to show what was being accomplished by "Loyalty and Cooperation." Mr. Blodgett disclosed himself as a forceful speaker with a splendid message.

Tom McMahon, of Albany, who had given expression to his serious thoughts at one of the business sessions, started the special fun of the evening by injecting some humor about the "home folks." McMahon has long been a member of the Underwood family, also he has for a long time been much in demand for after dinner talks in his home city, and he never made a better impression than he made at the company dinner. After a rapid-fire of humorous stories, McMahon started a little talk about "Invisible Government," which he presently applied to Underwood company, closing with the following, which brought whoops of laughter from the entire group: "The hand may be the hand of an Underwood or a Rossiter, but the voice is the voice of JACOB."

George H. Ward, of Washington, gave an interesting talk upon the use of the writing machine by the United States government.

Following Mr. Ward came J. L. Videau, of Jacksonville, who told a clever story of his first trip to the home office.

C. E. Chapleau, of Memphis, Tenn., related a humorous experience of a man who "followed a prospect" to the end.

C. A. Beemer, of the collection department, won the applause of the managers by his remarks upon the splendid efficiency of their organizations affecting that particular branch of the business.

Harry Bates, advertising manager, the last speaker of the evening, made one of the big hits of the occasion. McMahon's "Voice of Jacob" story having let down the bars, Mr. Bates brought the family secrets into the open field and incidentally brought down the house. Bates even dragged out the old JENEC skeleton, long fallen to pieces, put it together, dusted it off and rattled it to the great amusement of the company, and at the risk of convulsing the two principals who sat together. Mr. Bates showed himself a humorist and caught the crowd with his clever exposés of several members of the staff. The advertising manager said he would "take the managers into his confidence," and tell them some facts which they could not get from their long distance positions from the home office, but that he, on the ground, could every day observe. Mr. Bates then proceeded to—but that IS another story.

Promptly at eleven o'clock Mr. Rossiter announced that an engagement to take a night ride in the airship made it necessary to bring the dinner to a close, and thus brought to an end the most successful convention in the annals of the company.

The Business Sessions.

Report of the business sessions held Tuesday, Wednesday and Thursday afternoons is made last, not because of their less importance, but because the extent and variety of the entertainment made the pleasure side of the convention dominate its activities. Nevertheless, the managers had been called for the consideration of important matters and the business side of the meeting was not neglected.

The Tuesday afternoon session consisted of a general get-together meeting, at which Mr. Rossiter presided by special request of Mr. Neahr. It was Mr. Rossiter's first meeting with the managers, to whom he made a splendid address which he said was not intended at all for an address, but just an expression of his pleasure and satisfaction in being a part of a company which had given so much to the world and achieved so much in its comparatively short history. The speaker's theme was CO-OPERATION AND LOYALTY, upon which the enduring success of all such business of necessity depends. He laid no claim, he said, to a knowledge of the typewriter business, to which he had come from the field of finance, in which, however, the principles employed in the conduct of business were precisely the same. He spoke of the ideals of the Underwood company and the fraternal spirit of organization in which he wished to share. He expressed the hope that the managers would consider him as one of them, and that working in harmony throughout every division of the great enterprise, a co-ordination of all units, they would be participants in the splendid destiny held in the future for the company. He presented convincingly the advantages of competition in all business and predicted an ever increasing esteem between the companies competing in friendly rivalry in the field.

At the conclusion of his talk, Mr. Rossiter received an ovation that could not have failed to assure him of his position in the regard of the managers.

C. D. Rice, chief of manufacture, for sixteen years in the service of the company, reviewed its progress, as shown in the ever increasing extension of the factory. Special reference was made to the class of men whose work enters into the product, and to the personal pride of the men in the machine which their combined efforts create.

General Sales Manager Neahr, although insistent upon remaining in the background, was not permitted to do so. Mr. Neahr assured the managers that they would hear aplenty from him at the special sessions. He expressed his satisfaction and pleasure in having the managers together again and hoped all would find the pleasure and profit which was designed when the meeting was arranged.

D. W. Bergen responded to the call and welcomed the visitors, with many of whom he has been intimately acquainted during his treasurership throughout the company's history. Later in the week Mr. Bergen had occasion for a shorter talk than he gave on Monday.

J. J. Seitz, general manager for Canada, reminisced interestingly on the progress of the company, which he joined nineteen years ago. He recalled his trips to New York in the early days to meet the officers and the boys, and compared the luxury of the Traymore with the accommodations of the old Astor House, where the price of the room, equipped with a bowl and pitcher of water

6. J. H. Blodgett, Philadelphia; Harry Bates, New York; and O. A. Bushnell, Pittsburgh. 7. W. P. Keene, Thomas J. McMahon, Joe Seitz, J. L. Videau, Clinton L. Rossiter, C. D. Rice, D. W. Bergen, H. Archibald, A. J. Scorer, R. V. Potteiger, G. W. McClellan. 8. G. F. Foertsch, Davenport, Iowa; J. A. Pierce. 9. G. W. Randall, R. H. MacKenzie, F. M. Simmons, railroad representatives. 10. E. C. Eachel, F. C. Gould, Wichita; R. Q. Wilson, D. H. Rees, Wheeling, W. Va.; C. V. Oden, W D. M. Simmons, H. J. Crewdson, Birmingham, C. B. Corcoran, E. H. Clowes, Richmond; C. E. Corey, Salt Lake City; I. L. Riggs, Portland, Ore.; W. P. Keene, Buffalo. 11. R. B. Barrett, R. B. Cone of Hartford, Conn. 12. T. J. McMahon, Albany, R. B. Cone, Hartford; R. D. Johnston, Oklahoma City. 13. O. A. Bushnell, Pittsburgh; J. J. Phelan, Seattle; U. W. Buse, special railroad man; J. J. Hinchman, assistant treasurer; W. P. Airheart, Detroit; I. L. Riggs, Portland, Ore. 14. A. J. Smith, Providence, and G. W. Hunt, Indianapolis. 15. F. E. Klima, manager, Cleveland, Ohio. 16. A. J. Scorer, Louisville; G. H. Ward, Washington, D. C.; G. T. Andrews, Sacramento; G. F. Foertsch, Davenport, Ia.; L. F. Stauffer, San Antonio, Tex.; W. P. Keene, Buffalo, N. Y. 17. E. A. Jones, Spokane; L. H. Wittgraf, Minneapolis. 18. W. D. M. Simmons, C. B. Corcoran, C. V. Oden, T. J. McMahon. 19. A. J. Scorer, Louisville; R. B. Patterson, Butte; D. H. Rees, Wheeling, W. Va.

20. Miss Owen tells Mr. Neahr and Aviator Jaquith that she will start the game. 21. Waiting for Miss Owen to appear in her air togs. 22. Miss Owen and Miss Fritz.

on a wash-stand, was a dollar a day, and a good lunch had at Smith & McNeil's for twenty cents. As an indication of the change of fortune he called attention to the automobiles, Turkish rugs and diamond rings possessed by fifteen dollars the plate. Mr. Seitz spoke with feeling of the old friends, Mr. Smith and Mr. Hand, who have passed away, and asked that the old boys hold them in affectionate remembrance.

23. C. V. Oden, G. H. Ward, Frank A. Robinson, Clinton L. Rossiter, R. Q. Wilson, J. E. Neahr, Evan Johnson, H. Archibald, Portland, Me.; T. J. McMahon, Albany, N. Y., Greeting Miss Owen in the approaching airship.

Underwood representatives, and remarked upon the substantial dinners which they were enjoying at the Traymore at the very modest price of anything from three to

L. W. Guernsey, secretary and comptroller of the company, gave an interesting talk upon corporations and their service to the public.

24. Just before the propellor started and blew away the hats of those who did not remove them when advised to do so. 25. Margaret Owen before her flight. 26. Facing the camera before preparing for the flight.

27. Mr. Rossiter goes aboard. 28. Miss Owen and Aviator Jaquith talk it over. 29. The parting salute. 30. Frank Robinson and Mr. Rossiter just before the clutch was thrown in. 31. George Button smiled all the way through, even when the bottom dropped out in the descent. 32. Joe Seitz and Tom J. McMahon ready for the flight.. 33. A. W. Eaton of Denver and C. A. Beemer in serious mood at the getaway. 34. Daniel of Omaha said it was almost as good as aviation in Ak-sar-ben. 35. C. V. Oden, who is always ready to "try anything once," declares he will go up again at first opportunity. 36. An interesting part of aviation at the seaside. 37. Watching the airship "land" in the sea. 38. Daniel ready to climb aboard. 39. In which Mr. Neahr almost accepted Mr. Rossiter's invitation to join him and Robinson. 40. An Underwood group and a bunch of kiddies watching the flights.

J. J. Hinchman, assistant treasurer, spoke of the financial side of a great business.

C. V. Oden, one of the Underwood pioneers, gave a splendid address upon salesmanship as the greatest force in modern business and the world's greatest profession. He gave an interesting review of his experiences and observations at the recent convention of general sales managers in Detroit. He spoke of the growing practice of establishing special training courses for salesmen in every business where a high order of efficiency is demanded in marketing the product and expressed practical views upon results that may be secured. He made direct application of the science and psychology of salesmanship to the Underwood machine and presented a most careful analysis of the machine's actual economies in the business office. He commented upon the high standard of the company's method and paid a high tribute to the general sales manager's system, upon which the company conducted its successful business.

George W. McClellan, manager of the Chicago branch, another of the old guard, who long ago won his shoulder straps, gave an inspiring illustration of the application of CO-OPERATION AND LOYALTY.

George H. Ward, of Washington, spoke of the Underwood in the United States government, after which the general session was brought to a close.

At the special sessions of Wednesday and Thursday afternoons, the special business of the convention was presented. Just before the close of the Thursday session occurred one of the most pleasing events of the week. It was the presentation of a handsome silver cup to Mr Bergen.

It is believed that not many of the managers now serving the Underwood Typewriter Company knew prior to the convention at Atlantic City that Mr. Bergen, treasurer of the company, is more than a man, and that he is really an institution. Mr. Bergen was with Mr. Underwood a co-financier of the Underwood organization and has stood shoulder to shoulder with him in financing this great corporation. To those who know the work of Mr. Bergen so well it was a matter of gratification when during the convention the managers were gathered in one room and asked their sentiments in regard to the treasurer, they said "Nothing is too good for him." It was, therefore, decided as an expression of good will, esteem and regard of the Underwood managers that some appropriate expression of their sentiments towards the treasurer should be made. A loving cup was suggested and in a few minutes enough money was subscribed to buy one of the best that New York City could provide.

Just before the convention adjourned on Thursday, Manager Wherry of New Orleans asked the privilege of the floor. He said that often in a large organization some man stands out as one to whom appreciation, honor and respect should be shown, and that at this convention at Atlantic City the managers had decided that evidence of such honor and respect should be presented in tangible form to some one man eminent in the organization. The cup was then brought in and as Mr. Wherry, apparently making the presentation to a manager, turned toward the treasurer and asked that the loving cup be presented to D. W. Bergen, there was a storm of applause. The cup was placed on the desk in front of the treasurer, who was profoundly moved by the evidence of love and appreciation among the members of the organization. Looking over the men who in managerial positions had been his friends for many years, he said, "Gentlemen, my heart is full; I cannot say a word."

The Parting Dinner—Underwood Convention, Atlantic City, N. J.

Picked Up Along the Beach.

"Carroll the Detective"—who worked on the case all week—declares there is nothing in the rumor that the Big Boss has taken to indoor golf.

* * *

Harry Bates reserved his exposé until the last night of the convention, and thus saved himself from being thrown off the pier to the sharks.

"Didn't you hear say that her name isn't Clay?"

* * *

Tom McMahon says some sharks will bite a man's leg off and some will pull a man's leg off, and that either operation is very painful.

* * *

McDermott of Columbus took Curtis out each morning to watch the sun come up out of the Atlantic. Mac says it's almost as impressive as to see it go down in the turbulent waters of the Olentangy.

* * *

Frank Aust's gladsome smile and hearty handshake were worth a lot more than it cost to import them from San Francisco.

* * *

Peebles of Charlotte and Videau of Jacksonville stumped the waiter with their order for hoe cake at breakfast.

Building Which Housed the Giant Typewriter. Remainder of Exhibit in Lower Structure.

Webb Hunt of New Castle, Indiana, registered from Indianapolis, the western suburb of his home town. Webb says the surf is fine, but nothing like the old swimming hole in Flatrock. He thinks the Traymore is almost as good as the old Junction House used to be.

* * *

Keene of Buffalo was the Apollo Belvedere of the beach, but Charley Harton of Cincinnati was center of attraction in the lobby.

* * *

When they looked at the sea Wednesday morning, Campbell of Los Angeles was the only man to express regret that the fishing trip was called off. Campbell wanted to get a picture of Davy Jones' locker, that being the only thing in Atlantic City or vicinity of which he did not get a snapshot.

* * *

Bushnell of Pittsburgh and Archibald of Portland, Maine, spent so much time in the wheel chairs that they almost lost use of their legs.

Interior View of Underwood Garden Pier Exhibit. Big Machine in Background. Color Selections in Floor Covering, Window Hangings and Banner Add to the Attractiveness of the Display.

Burch of Rockford was no tenderfoot in Atlantic City. Burch once had the U. office there and still has the acquaintance of everyone in the place.

* * *

Bill Crawford, central office special, and McCormick of St. Louis worked as close together as the Gold Dust twins.

* * *

Cone of Hartford and Hexter of Kansas City ran as "favorites" in the best dressers' contest.

* * *

Patterson of Butte, Foertsch of Davenport, Bredimus of Des Moines, Scanlon of Duluth, Bridges of Milwaukee, Stauffer of San Antonio, Essex of Scranton and Jones of Spokane, who "won their spurs" since the last convention, were among the headliners.

* * *

The activities of Frank, the Underwood Porter, made him seem like triplets. Frank was always on the job and always in a good humor. He did his part toward making the convention successful.

* * *

Andy Scorer is the biggest Dixie rooter south of "Smith and Wessons" line.

Garden Pier—Big Crowd on Beach in Vicinity the Day of the Managers' Meeting.

Ben Sawyer of Toledo thinks they should call it the Paymore, but Potteiger of Rochester said it's all right to pay more when you get more. Potteiger got everything but his baggage, and even that showed up in time to keep him from appearing at the dinner in Palm Beach pants.

The Big Boss Guarding Funds While Walking the Gauntlet of Harry Bates on His Right and Evan Johnson on His Left, Accused by the Crowd of Trying to Make a "Touch."

Everyone carried away a pleasant recollection of the week.

* * *

Heimer of Boston brought a lot of good suggestions which were gladly received.

* * *

Postscript.—The chap who sat at the dinner with a manuscript carefully concealed in his pistol pocket, feverishly waiting for the call that did not come, was heard mumbling in the corridor after the dinner, "There's nothing in this preparedness business."

The Traymore Hotel—Mark Shows Room Where Formal Dinner Was Held.

Some of the Sprints by the Sprites at the Chicago Stationers' P icnic. The Grown-up Girls—Upper Right-hand Picture—Ran So Fast the Camera Was Hardly Equal to the Emergency.

CHICAGO STATIONERS HOLD HAPPY OUTING

Field Day of Chicago Stationers' Association Successful Despite Lowering Skies and Pouring Rain.

The long-heralded field day of the Chicago Stationers' Association on Saturday, August 26, was in every way worthy of its advertisement, notwithstanding the fact that the weather ran true to form and rain came down in torrents during a portion of the day. Clouds ruled, with only intermittent spots of fitful sunshine. But between the showers the races and other events were successfully pulled off, and everyone, from the tiniest tot to the oldest graybeard, enjoyed the day.

The picnic was held at Desplaines, Ill., on the Chicago & Northwestern railway, two trains going to and returning from the grounds serving to accommodate the crowds. A considerable number of people came out from the city on the train which arrived at Desplaines at 11 o'clock in the morning, but the larger portion arrived on the train reaching the grounds about 2:30 p. m. A total of probably 400 people were present, some of whom, despite the weather, came in automobiles.

Four of the Men Who Arranged and Managed the Chicago Stationers' Field Day Outing. 1. Julius Biel. 2. George E. Ramskill. 3. H. J. Schnable. 4. W. W. Mathews.

The games and contests for the children were scheduled for the morning hours, and the little ones threw themselves whole-heartedly into the various events, all of which produced much interest and merriment. Owing to the rain which prevailed not all of these events could be pulled off before luncheon, which in itself was a feature of no little importance to which everyone went with a good appetite. Most of those who came on the early train brought lunch baskets, and those who did not come thus fortified were taken care of by their friends.

The Automatic Pencil Sharpener Company was represented at the Chicago Stationers' Picnic by eighteen attractive young women, who were the life of the occasion. Their names are as follows: 1. Edna Lemm. 2. Eva Uphues. 3. Clara O'Malley. 4. Sophie Pudil. 5. Sadie Keene. 6. Elizabeth Gerlev. 7. Mary O'Connor. 8. Josephine Norris. 9. Mamie Pudil. 10. Ruth Best. 11. Edna Armstrong. 12. Leonora O'Connoll. 13. Gertrude von der Lippen. 14. Clara Porter. 15. Gertrude Oveler. 16. Catherine Groot. 17. Rose Porter. 18. Clara Perlick.

The Imperial Methods Co. at the Chicago Stationers' Field Day Outing: 1. F. H. Butenschoen. 2. Erwin Butenschoen. 3. Catherine Stahley. 4. Fred Rothermel. 5. Stacey Borek. 6. Edwin Rohs. 7. Louise Rohs. 8. Chas. F. Styler. 9. Anna Meyers. 10. H. Rogers. 11. Mary Kohn. 12. A. F. C. Beckford.

Persons temporarily unattached, like Albert B. Abrams of New York and "Joe" Hildreth of Chicago, were fed to the limit by reason, of course, of the sympathetic consideration of the ladies.

Following is a list of the races and other athletic events for the children, with names of the winners of first, second and third prizes in the order named:

Thirty-yard dash, boys under five years: Ted Rickard, John M. Hill, Walter Petersen.

Thirty-yard dash, girls under five years: Lorraine

Adams, Marcelle Adams, Grace Schnable.

Forty-yard dash, boys under nine years: Richard Rieder, J. M. Hill, Ted Rickard.

Forty-yard dash, girls under nine years: Alice Cadwallader, Hazel Minnich, Bessie Smith.

Fifty-yard dash, boys twelve years and under: John Meyer, Ed Marshall, no third.

Fifty-yard dash, girls twelve years and under: Alice Cadwallader, Hazel Minnich, Henrietta Schnable.

Peanut race for boys was won by Edward Marshall, Earle Horder second, Charles Rickard third.

The girls' peanut race was won by Grace Ramskill, with Alice Cadwallader and Bessie Smith second and third.

Potato and spoon races for boys and girls were won by John Meyer and Grace Ramskill, Ed Marshall and Henrietta Schnable second, and Charles Rickard and Vivian Martin third.

The Judges and Starters, Chicago Stationers' Field Day Outing: 1. William Hill. 2. H. C. Robertson. 3. "Bill" Cox. 4. Gus Meyer. 5. H. B. Brooks, 6. Joe Hildreth. 7. A. B. Horder.

An apple tree contest, getting the biggest bite from the fruit hanging from the tree, was an event for little girls that furnished gales of laughter. Ila Pederson got the first and biggest bite, Bessie Smith came next, and Colletta Rickard third.

A tug of war between teams of little folks closed the morning's program.

In the afternoon the grown-ups took possession of the field. The first race was a 100-yard dash for the indoor men. The winner was Walter Eden of S. D. Childs & Co. Messrs. Leavitt and Snelling were second and third, respectively. This event was followed by a ladies' race—a fifty-yard dash for stenographers—won by Louise Lartique of the Oberg Company. Mrs. Bent of the Marshall-Jackson Company came in second, and Mrs. Twoomley of Stevens, Maloney & Co. was third.

A 100-yard dash for "peddlers" was won by C. F. Evans of the Sanford Ink Company, with G. Crossette of the Dennison Manufacturing Company and "Bill" Hanna of The Carters' Ink Company second and third, respectively.

Marjorie Marshall won the fifty-yard dash for ladies,

Part of the Office Appliances family and some others at the outing: 1. Miss Vivian Martin. 2. Mrs. H. W. Martin. 3. Mrs. Gus A. Meyer. 4. John A. Gilbert. 5. Robert C. Miller. 6. Miss Nettie Gross. 7. D. C. Miller. 8. Miss Frances Birmingham. 9. Miss Clara Malatesta. 10. Albert Abrams. 11. Mrs. D. C. Miller.

with Anna Boyk of the Imperial Methods Company second, and Elsie Pederson third.

J. J. Shaughnessy of the Faithorn Company won the 100-yard bosses' and buyers' race, with Harry Horder second and Louis T. Marshall third.

Misses Ruth Roberts and Grace Ramskill won the three-legged race for girls; Clare Porter and Gertrude Obelen of the Automatic Pencil Sharpener Company were second, and Hattie Klinge and Louise Eggert were third.

The three-legged race for men was won by E. Holmgren and J. Kelly, with A. Anderson and A. Seager sec-

Joe Hildreth Pitches the Ball.

ond, and H. M. Clark and A. L. Donaldson third.

Beyond doubt, however, the big sprinting event of the day was the fat men's race, no one under 200 pounds being

qualified to enter. There was no limit the other way. O. Gibson of the Cole Company won, followed by "Bill" Cox, second, and Fred Butenschoen, president of the Imperial Methods Company, third. It was observed that such men as Gus Meyer, Joe Hildreth, Bill Smith and Charley Miller all made creditable records; but the rangy fellows had the advantage, and there were no handicaps.

Miss Kling of Stevens, Maloney & Co. was the winner of the potato and spoon race for ladies, Mrs. Nowak of the Chicago Stationery Company and Miss Snapp of Horder's being second and third, respectively.

H. M. Clark of Stevens, Maloney & Co., M. M. Kauffman of the same company, and A. Morschler were, respectively, first, second and third in the 100-yard dash for credit men.

The final event of the day was a baseball game, in which there were some wonderful plays, including Gus Meyer's home run after he had knocked the ball over the railroad track. Arthur Payne, A. B. Horder, Fred Butenschoen, Bill Cox and Charley Mueller were among the players who distinguished themselves by the beautiful coordination of brains and feet. The game was between the "Insiders" and the "Outsiders" and, notwithstanding their supposedly sedentary habits, the former won by the thrilling score of 19 to 4. The lineup was as follows:

Insiders.		Outsiders.
Payne	Pitcher	Lon Beckford
Burberry	Catcher	Evans
Shaughnessy	First Base	Cox
Eddis	Second Base	Butenschoen
Modene	Third Base	Miller
Horder, H. G.	Shortstop	Styler
Segerston	Left Field	Eddis
Horder, A. B.	Right Field	Mueller
Meyer	Center Field	Panton

Harold Sturble of the Eberhard Faber Pencil Company nearly wore himself out chalking up the scores, while F. F. Harris of the Carters' Ink Company and Charles Stromberg of the Stromberg-Allen Company acted as volunteer umpires, all pop bottles having been carefully removed from the hip pockets of spectators before the commencement of the game.

About sunset the crowd began to leave for home and by nightfall everyone had entrained for Chicago, tired in body, but refreshed in mind, with the realization of a day well spent in the open air among congenial and lively companions.

Remington Accounting Machine Convention.

A convention of the special accounting machine men of the Remington Typewriter Company, the first of its kind ever held, met at the La Salle Hotel, Chicago, August 14-19, 1916. Remingtonites from all points between Boston and San Francisco and between Duluth and New Orleans were in attendance. Upwards of seventy-five men participated in the deliberations of the convention, and left with the unanimous opinion that, as big as this branch of the Remington business has already grown, it is now on the brink of even greater things. As a matter of fact, no finer exemplification of the strides taken by the accounting machine department of the Remington business can be furnished than this gathering of specialists.

The principal object of the convention was "to get the men together" and to give everyone the benefit of open discussion on sales and service questions. Special papers

A Flashlight Picture of Remington Accounting Machine Men Who Met Recently in Chicago.

Leaving a Good Impression

Ruskin says, "A cat may look at a King, but can it see a King when it looks at him?" And in like manner you may look at those letters, or copies of letters, a few years from now, but do you expect you can see them?

In using the M & V Typewriter Ribbons and Carbon Papers, remember that you have a positive guarantee of a reliable concern that only the best materials are used, and that they combine

Permanency
Durability

"It remains to be seen" years after writing, impressions from the M & V Typewriter Ribbons

Cleanliness
Economy

"It remains to be seen" years after writing, copies made with the M & V Carbon Papers, either for typewriter, pen or pencil.

"We that live to please must please to live."

The strength of your business lies in your ability to treat a customer so that he will come again. What a patronage you could build up if you always pleased and never lost a customer!

The M & V Typewriter Supplies can help you to make "come again" customers.

MITTAG & VOLGER, Inc.

Principal Office and Factory

PARK RIDGE, N. J., U. S. A.

BRANCHES:

NEW YORK	CHICAGO	SAN FRANCISCO	CLEVELAND	ST. LOUIS
261 Broadway	205 W. Monroe St.	35 Montgomery St.	2119 East 9th St.	Laclede Bldg.

LONDON: 7 and 8 Dyers Bldg., Holborn, E. C.

AGENCIES ALL OVER THE WORLD

were read and prepared talks along general lines were interpolated, but it was the vivisection of problems in an extemporaneous way that brought out the biggest flow of inspirational matter. Concrete questions were discussed and concrete conclusions were reached, and no man who participated in this big meeting failed to leave it a better accounting machine specialist and a stronger Remington man than ever.

First Vice-President A. A. Forrest presided at the meeting, and during the week Vice-President Van Buskirk dropped in for a couple of days—no Remington convention would be complete without Mr. Van Buskirk. President Roberts and John Wahl of the Wahl Adding Machine Company were also in attendance. Manager A. C. Barlow of the Remington Chicago office was likewise on hand, as were the following gentlemen from the Remington home office at New York:

R. C. Stevens, manager accounting machine department; A. T. Rose, manager railroad machine department; Archibald Cobb, manager sales educational division; A. L. Robertson, sales department; D. M. Monell, accounting machine department, and W. J. Davis, advertising department.

Preparedness Exemplified in Hammond Sales Convention.

The extent to which preparedness might be carried is debatable, but that it is basically essential is beyond any question. However, there is much that is evolutionary about it. The Hammond Typewriter Company shows evidence of closely following its established policy of anticipating the future by showing in its new models exclusive features that are well worth the study of everyone who uses a typewriter and also those who should use one. Their new catalog is ready for free distribution.

And still further to show zeal in proper preparation the Hammond Company have just had in convention their sales executives from all over the country, that there might be considered the very last minute of thought about how patrons may get the best service that can be given by a business organization.

Recognizing the fact that strictly formal meetings do not bring out a full and free expression of views, there were informal travels where fraternizing brought out many good ideas.

The dinner and outing at Travers Island will be memorable, especially to those who were making their first visit to this delightful rendezvous. There was an exhibition of unusual fancy diving and swimming; Mills of Detroit took to the water right well—said it was most refreshing. There was a boat race that caused some of the old-time rowers to bow their heads; it was won by Heeter of Boston and Gardner of New York; they got an idea that it was a handicap affair, because they suggested the race proposition after they had a start of about quarter the distance. General Manager Brooks and his assistant, Soby, put up a strong effort, and the result might have been different had not Brooks stopped without notice to take his shirt off; and the game pulling of President Becker and Guest of Chicago should not be overlooked. It was spoiled only by Stroke Becker forgetting to call "stroke" out loud, which put Guest out of tune. Then followed that rare treat, a "shore dinner" at the club house. This went off finely, with one exception; one of the western fellows thought that soft clams were to be eaten the same as soft crabs, thus causing a little confusion.

There were auto trips and motor boating, the latter most kindly arranged by Commodore Peterson of the Naval Reserves, and also of the Hammond executive staff. On this latter trip there was a bit of submarine experience when the skipper was flirting with the Goddess of Liberty and ploughed through a "comber"; again Boston got first, but it was one of the few times on record when the "place" didn't cause jealousy. "Ziegfeld's Follies" was another atttraction, and here every fellow was first.

Knebush of Pittsburgh was in raptures during his entire visit because of the clarified air. When taking a bird's-eye view of the city from the New York Athletic Club roof he was stupified when told that the Palisades of the Hudson, in the distance, were thirty miles away.

The final formal meeting just properly climaxed the affair through the unanimity displayed to meet every desire of prospective customers.

The departure was signalized by unanimous cries of "All Hail to the Hammond."

Following are the names and addresses of the Hammond sales conference committee:

Neal D. Becker, president; Albert P. Brooks, general manager; Herman A. Peterson, cashier; John F. Soby, department general manager, executive department, New York; F. W. Heater, 101-111 Milk street, Boston; L. W. Shultz, Victoria building, St. Louis; E. H. Knebush, Bessemer building, Pittsburgh; Henry E. Grant, 208 South Eleventh street, Philadelphia; W. Mills, 88 Griswold street, Detroit; John A. Guest, 189 West Madison street, Chicago; C. O. Gardner, 261 Broadway, New York.

KALAMAZOO LOOSE LEAF COMPANY HOLDS BIG MEETING

Dealers and Salesmen from All Parts of the Country and Visitors from Offices of Large Consumers Hold Four Days' Meeting in Kalamazoo.

THE big convention held by the officials and representatives of the Kalamazoo Loose Leaf Binder Company at Kalamazoo, Mich., came to a glorious end on Wednesday evening with a dinner which was splendidly served in a club house on an island in Gull Lake, twenty-four miles from the city of Kalamazoo. This was the formal end of the convention, although a number of those in attendance remained over until the following day to listen to further demonstrations and instructions with regard to practical use of Kalamazoo devices in machine accounting. Nearly 150 persons were registered on the official book of the convention in the Hotel Rickman by Tuesday morning, September 5. The formal opening of the convention occurred the previous day when everything was in readiness. The sessions were held in the Armory building across the street from the Rickman hotel, which was filled with people from all parts of the country in attendance at the convention.

Early in the morning of Monday, September 4, a brass band in the lobby of the Rickman House hailed the early risers and reminded the tardy ones that the convention was about to open. Following this concert there was a parade by the Kalaugusteen Club, the title by which the August class of the Salesmen's Training School is designated. This class was headed by the band and passed through the principal streets of the city. Promptly at nine o'clock the general manager, George P. Wigginton, called the convention to order, addressing his hearers upon the ideas of the management in inaugurating this convention, touching upon the policies of the company and outlining in brief the knowledge which it was hoped those in attendance at the convention would obtain.

Dependable goods are the foundation of permanent business and good will.

Panama Carbon Papers and Typewriter Ribbons

are more in demand than ever because they are, in every respect, as ***dependable*** today as before the war.

"The line that can't be matched"

Manifold Supplies Co.
Brooklyn, N. Y.

Brown's Linen Ledger Paper

The 99 Year Lease—

—must be recorded on good paper or it will soon grow illegible and worthless from age. The ledger in which the lease is recorded must be made of good paper for the same reasons. This is why Brown's Linen Ledger is used for important documents, ledgers and record books by banks, state, county and city governments and big business interests generally.

Brown's Linen Ledger never changes, never deteriorates with age. It lasts forever. It preserves records everlastingly and its perfect writing and erasing qualities encourage neat bookkeeping. Its use adds very little over cheaper paper to the cost of ledger and record books. Ask for Brown's and write for Sample Books.

L. L. Brown Paper Co.
Adams, Mass.

Your Stationery
Should Represent *Your* Opinion of *Your* Business

The stationery that a printing house uses should be representative. If you tell your customers that better printed matter means better business, you should prove the case by taking your own medicine. Will you fairly answer these questions? Does your letterheading represent your work and your ideals? Are you willing to say that your letterheading stands for your conception of the best the modern master printer offers?

For your use, we recommend

Old Hampshire Bond

There is something much more significant in this recommendation than a desire to sell Old Hampshire Bond. We believe that Old Hampshire Bond represents the spirit of the new printer. It stands for quality, as against price cutting. It stands for a standard price, as against shifty estimating. It stands for thoughtful service, as against slip-shod methods. Fifteen years of advertising have told the public these things, and the benefit of the national reputation Old Hampshire Bond holds will work for you if you give it an opportunity.

Hampshire Paper Company

We are the Only Paper Makers in the World Making Bond Paper Exclusively

SOUTH HADLEY FALLS - MASSACHUSETTS

MEMBER
PAPER MAKERS
ADVERTISING CLUB

Among those present were accountants, efficiency experts, auditors, salesmen, office managers and representatives of bookkeeping machines, typewriting machines interested in machine posting outfits, and commercial men bent upon securing the latest ideas in accounting. Men

Some of the Accounting Machine Men at the Kalamazoo Convention, including C. H. Hunter, M. L. Roosevelt and C. J. Walker of the Elliott-Fisher Co.; F. H. Montgomery, Ellis Adding Typewriter Co.; W. C. Trietsch, Underwood Typewriter Co.; Q. H. Davis, Remington Typewriter Company.

from San Francisco and Los Angeles, Salt Lake City, Dallas, Winnipeg, Halifax, and all the large cities of the eastern coast, with most of the large cities of the middle west were present. Expert demonstrators of all the latest bookkeeping machines were on hand and took full advantage of the opportunity to place before an intelligent and interested audience the many advantages possessed by their machines.

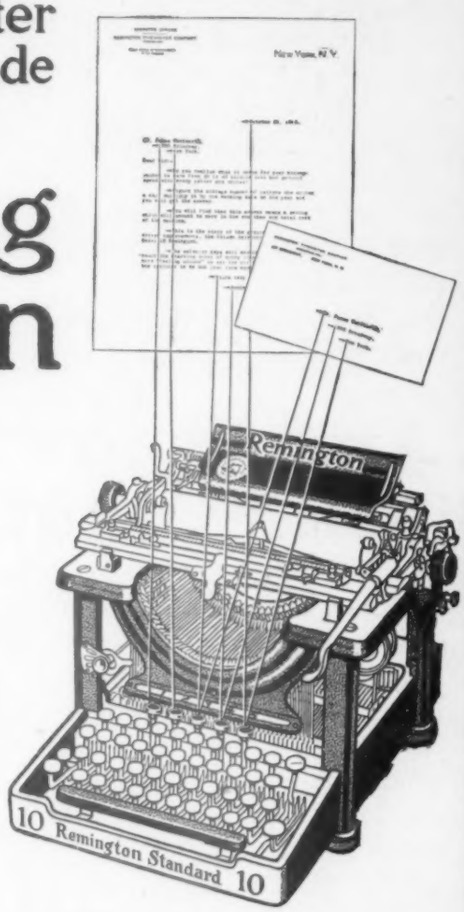
J. S. Skinner and R. D. Patterson, Buxton & Skinner Printing & Stationery Co., St. Louis; H. J. Stratford, Payot, Stratford & Kerr, San Francisco; A. C. L. Tapley, Halifax; S. K. Markman, New York, standing.

Nearly the whole of the Hotel Rickman was given over to the comfort of visitors. In the parlor on the second floor was a fine display of loose leaf binders and sheet work, the product of the Kalamazoo Loose Leaf Binder

The Self Starting Auto made "cranking up" look foolish, didn't it?

That's just the way old methods of setting the Typewriter carriage have been made to look by the latest

Self Starting Remington



SETTING the typewriter carriage by hand is just like "cranking up." On every typewriter but this latest Remington you have got to "crank up" about a dozen times for every letter you write. And every time you "crank up" you lose four seconds by the watch.

The Remington Self Starter (Column Selector) cuts out this time loss. One touch on a Self Starter key and the carriage darts instantly and toes the mark at the correct starting point. It leaves nothing for the operator to do but just—WRITE.

On the Remington and Nowhere Else

25 per cent. speed gain in letter writing results from the use of the Self Starter. We have proved this by countless tests. And if you will say the word we will gladly prove it to you. Call at our office any time and ask to see a demonstration.

REMINGTON TYPEWRITER COMPANY
(Incorporated)
NEW YORK AND EVERYWHERE

Grand Prize—Panama-Pacific Exposition

The Leader-News Office Building, Cleveland

is finished throughout in American Black Walnut. This means that tenants of this building will hardly regard their office equipment as appropriate unless it is made of the same material. Architects are specifying walnut for their finest office structures, and that is a big reason why you should stock furniture made of

American Black Walnut

You may have the mistaken idea that walnut is no longer to be had. This is absolutely erroneous. There is plenty of it—over fifty million feet is produced annually, and hundreds of manufacturers are using it in the production of interior trim, furniture, automobile steering-wheel rims, gunstocks, etc. Walnut is a fine wood, and costs more than ordinary material, but it makes the sort of furniture you can afford to brag about.

Our booklet will give you some new ideas on the subject.

American Walnut Association

Starks Building, Louisville, Ky.

Company. In this display there were several items which were included in the exhibit at the Panama-Pacific Exposition, an exhibit which won for the company the medal of highest reward as well as special mention. Representatives were present with demonstration outfits from the Burroughs Adding Machine Company, the Elliott-Fisher Company, the Remington Typewriter Company, the Ellis Adding-Typewriter Company and the Underwood Typewriter Company. Each of these companies had a suite

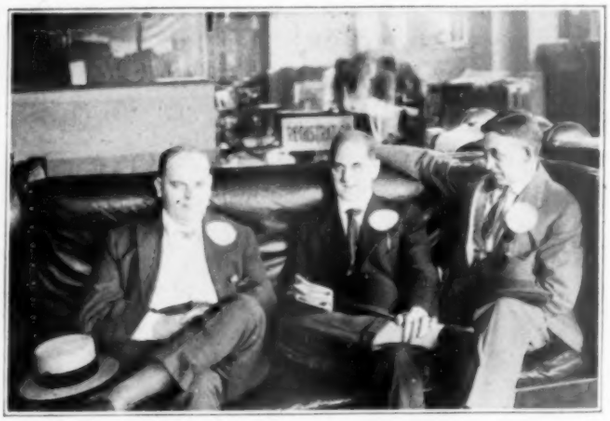
Oscar Allyn, Sales Manager Kalamazoo Loose Leaf Binder Company; H. J. Stratford, San Francisco, standing; Leon L. Allyn, Cleveland, and C. E. Wigginton, Chicago.

of rooms on a different floor, fitted up for the reception of visitors and arranged for the demonstrations of machines for bookkeeping work. Each company had its chance to demonstrate its machines before the assembled convention in the Armory, an opportunity which was fully taken advantage of by men who are probably as expert as any persons in the accounting machine world.

First Session.

Mr. Wigginton in opening the convention brought out the following points:

An object of this convention is to give to you, Gentlemen, wherever you are from or whatever line of business you may be engaged in, a knowledge of the things which have made accounting today a real science. Now that is not only going to embrace Kalamazoo devices but it is going to embrace system.



A. W. Ott, Louisville, Ky.; F. A. R. Moore, Madison, Wis., and H. C. Netherwood, Madison.

It is going to embrace machine accounting and accounting along other lines which have never heretofore been used.

The Kalamazoo Loose Leaf Binder Company has had one policy ever since it has been under the present management, and only one policy, and that policy is absolute honesty with the trade.

How a Business Office Was Transformed by The "Silent Smith"

A salesman who was accustomed to call on the firm of Blank & Co. about once a month, was sitting outside the railing, awaiting his chance for an interview. Ten typists were busy in the office.

The noise of the typewriters seemed to him like a battery of machine guns in action. "Clickety-clack, Clickety-clack, Bang!"

It got on his nerves so that he was glad when the purchasing agent took him into his private office and closed the door.

A month later the same salesman was waiting in the same place. An astonishing quiet prevailed and there was an atmosphere of stillness and smooth running efficiency. He mentioned this fact to the purchasing agent and the latter told him the reason for the great change.

The "Silent Smith" typewriter had been installed.

This is what is going on in many offices all over the country. A quiet office is being substituted for a noisy one, with the resulting beneficial effect on the nerves of executives and all office assistants.

The "Silent Smith" eliminates from 50 to 75 per cent of the office noise.

You owe it to your nerves to investigate!

Send for free handsomely illustrated catalog of the Model 8.

L. C. SMITH & BROS. TYPEWRITER CO.

Factory and Home Office
SYRACUSE, N. Y.

Branches in all Principal Cities.

Full line of Standard and Silent Models.

Sales Talks No. 1:—

To a prospective customer:

Reaching for and holding a heavy telephone is an unnecessary expenditure of energy and muscular exertion. Aggravating accidents such as scattering of papers, upsetting of ink well, tangling of cords, overturning of telephone, etc., all tend to work hazards with one's disposition. These can and should be avoided. Having the telephone where you want it when you want it, gives an increased capacity for work with less effort and more pleasure.

A Burns Telephone Bracket can and will do the work for you.

Are you prepared to work at your higher point of efficiency?

Adjustable Horizontally

List Price **$4.00**

Adjustable Horizontally and Vertically

List Price **$4.50**

Burns Adjustable Telephone Arms are furnished with a variety of mountings and in an all black enamel finish or in a nickel plate finish with black enamel trim.

DEALERS—Arrange now for Fall stock of these and other money making office specialties.

Manufactured by

American Electric COMPANY

State and 64th Streets CHICAGO, U. S. A.

There isn't a man who can afford to lie. If you cannot get an order from your trade without telling a lie, we don't want the order, I don't care whether it is a hundred dollar order or whether it is a hundred thousand dollar order. We don't want you to sell to a customer one single sheet more than he ought to have.

Quality is the first essential in your goods. That applies not only to the devices which we manufacture, but it also applies to the quality of the sheet that you sell to your customers; and that does not necessarily mean that he ought to buy a paper

Miss Genevieve Welch, Chicago; Mrs. W. T. Martin, Dallas; Mrs. H. E. North, Chicago; Mrs. H. A. Silvernail, Rochester; Mrs. W. M. Furr, Baltimore.

simply because the watermark tells him that it costs a lot of money; because the Kalamazoo record ledger is as good a sheet as can be made in the world today for ledger purposes.

Machines and machine accounting are just as good as the system and the equipment makes them. A machine installation can be absolutely killed by poor equipment.

I am here to tell you, Gentlemen, that there was never a time in the history of the world when accounting was in as beautiful a condition as it is at the present time.

We have some books down in my office which we are going to bring up here; they were found in the loft of an old building on Mt. Hathaway's plantation down in Maryland; those books are exactly the same, were kept in exactly the same way as a great number of concerns are keeping their books today. Think of it. That is your fault. That is not the man's fault. It isn't the customer's fault. That is the salesman's fault. And we have you here so that you can understand that it is up to you

Group on Lawn at Country Club Listening to Mr. Rees (in light suit) Elucidating Some of the Bookkeeping Methods of the Chicago Gas Light & Coke Company.

to go out and help your customer in the thing that he wants to do.

Machine accounting is the longest stride that was ever made in accounting practices; and I made this prediction, that within the next year or two, the adding machine and the bookkeeping machine will be in all of the big concerns.

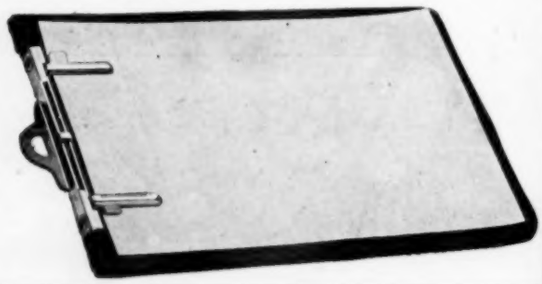
We can prove Economy, Simplicity and Superiority.

UNDERWOOD TYPEWRITER COMPANY, Inc.,
Underwood Building, New York City.

ABSOLUTELY NEW
LONG NEEDED
A BONANZA to Stationers.
The "AURO" Clip
Loose Sheet Holder

OPERATED by ONE HAND

Holds one sheet firmly. Never thicker than the paper it contains.



Holds two hundred sheets as firmly as a single sheet.

Make a place for "AURO" in your Fall Stock. Write us for list of stock sizes and prices.

The Plew & Motter Co.
Racine Ave. and Monroe St., Chicago, Ill.

I am going to tell you that we always tried out everything that we have undertaken to do, and we don't try it out at the expense of our friends, either, because what we did for them we did absolutely gratis, and we tried it long enough to be absolutely sure that we were fully justified in asking our friends to buy it.

I want to say that represented at this convention are the best brains that the adding machine concerns and bookkeeping business affords. There is no better anywhere in the world. They have men here of big calibre, men who are broad and thoroughly conversant with every phase of the question.

Nothing will be demonstrated in this convention which is not thoroughly practical and we want to call your attention to the fact that everyone of these systems that will be demonstrated is in actual operation and giving satisfaction.

Mr. Wigginton was followed by E. D. Hathaway, Washington, D. C., manager for the Kalamazoo Loose Leaf Binder Company, who spoke on the history of the Kalamazoo company, describing its development and remarkable progress.

One of the most interesting features of the day was a demonstration and sales talk by Mr. Curry on the Kalamazoo current and transfer binder. This took place at the afternoon session which was a Round Table discussion on the Style "A" and Style "B" binders.

Second Day's Session.

At this session Oscar Allyn, general sales manager of the Kalamazoo Loose Leaf Binder Company, occupied the chair and wielded the gavel. The first speaker was Charles E. Wigginton of the Chicago office of the Kalamazoo company, who has been developing the Style "C" machine posting system as applied to department store accounting. Mr. Wigginton's address was forceful, instructive and interesting.

Mrs. W. T. Martin, Dallas; Mrs. C. E. Wigginton, Chicago; W. T. Martin and C. E. Wigginton.

Following Mr. Wigginton's address came a demonstration of the Remington-Wahl machine in commercial accounting by Mr. Davis and Miss Genevieve Welch. At the conclusion of this demonstration the convention adjourned to the factory, where they passed through the plant, observing the work, the equipment and the method of handling the work through the plant.

The noonday luncheon was an event in itself, as were the luncheons of each day of the convention, for the company had engaged such a competent staff of entertainers from professional people in Kalamazoo and members of the convention themselves that there was not a dull moment during the entire two hours of the meal. It would hardly be practical to describe these different entertainment events, but we may be permitted, perhaps, to compliment Col. "Bill" Marshall, manager of the Majestic theatre of Kalamazoo, upon the ability he showed as

Royal Master Model 10
Price $100

And Why Does Big Business Choose the Royal?

"Big business" is big because it is organized and managed for tomorrow, and next year and years ahead.

"Big business" buys and uses Royal Typewriters.

Big business can't afford to have the "trading-in" nuisance every so often in its typewriting department.

Big business knows the leaking time when work is held up while typewriters are being repaired.

Big business knows the time lost when operators have to "fight" their machines.

Big business knows that the Royal is instantly adjusted to the personality of the operator, that the Royal has long life built into it, that the Royal does all a typewriter should do.

The Royal writes, bills and charges, and writes cards—without a single extra attachment, without a change, without a stop.

Right there in your office the Royal will not only save you money in the long run, but will go a long way toward helping you to make more money.

It won't take more than a few minutes to see the Royal and to let it be demonstrated. That's the quickest way to get the facts.

Whether you use one or a hundred typewriters, whether you are now considering a purchase or not, get acquainted with the Royal. Telephone us, and we'll come. Or drop us a note. No obligation whatever for you—we'll thank you.

ROYAL TYPEWRITER COMPANY, INC.

Factory—Hartford, Conn.
General Offices—364 Broadway, New York

Branches and Agencies the World Over

"Compare the Work"

The convenience and economy of

Berkshire Typewriter Paper Tablets

explain their growing popularity and increasing sale. They are convenient for you to handle—no trouble in counting and no loss from spoils or broken boxes. They are economical for your customers to use—sheets are never wasted, they are always kept clean and a fresh supply costs little. The repeat orders attached to a first sale make the line profitable to handle and to PUSH.

100 sheets to a tablet wrapped in packages of five.

Eaton, Crane & Pike Co.
Typewriter Paper Department
Pittsfield, Mass.

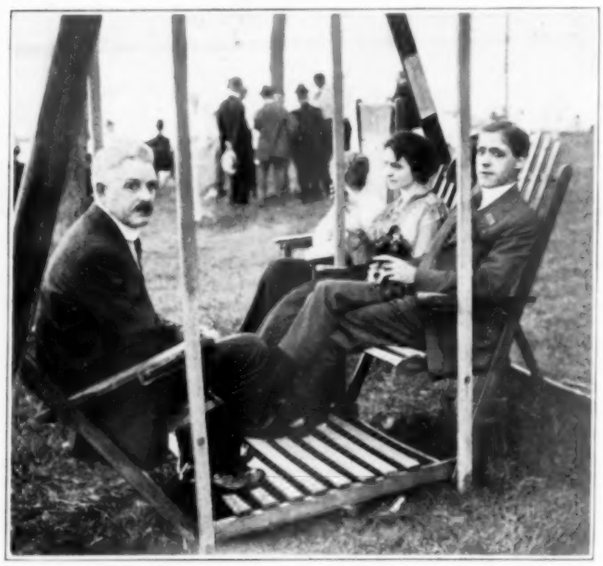
master of ceremonies. During the luncheon hour the platform in the convention hall had been arranged with a display of fishing tackle and sporting goods by Harry Allyn, the goods having been supplied by the Shakespeare Company of Kalamazoo, makers of sporting goods.

At the afternoon session there were more demonstrations of machines and informal talks, with one or two addresses by members present.

At the dinner in the evening in the Hotel Rickman there was a lively entertainment. Mr. Wigginton proved himself an excellent toastmaster. When dinner was over a sheet was drawn across one end of the dining hall and stereopticon slides showing installations of Style "C" systems were projected upon it. The different accounting machines were also exhibited in these projections.

Wednesday, September 6.

The program of the morning session included a demonstration of Underwood bookkeeping machines by Mr. Trietsch of the Detroit office of the Underwood Typewriter Company. This was followed by a short talk by Mr. Davis of the Remington Typewriter Company, supplementary to his demonstration on the previous day. This was followed by a most interesting address by Richard Rees, chief of the accounting division, Peoples Gas, Light & Coke Company, Chicago. The final event of the morning session was a most interesting demonstration of Elliott-Fisher bookkeeping machines by Charles D. Hunter. This demonstration included a valuable talk on bookkeeping principles and the application of the machine to the principles of bookkeeping by Mr. Hunter.



Mr. Bowers and Mr. and Mrs. Geo. P. Wigginton.

There was no afternoon session, the luncheon lasting from 1:30 until 3:00 and being a lively affair. At 3:00 o'clock the delegates took automobiles and interurban trains for Gull Lake, where upon arriving at the dock they were taken in motor boats to Gull Lake Country Club, where they were entertained with athletic events such as boat races, tug-of-war, etc., until time for the formal dinner in the dining room of the club.

The Outing and Dinner.

At the dinner held at the club house on Wednesday evening, George P. Wigginton was toastmaster. Music was furnished by a trio of ladies with harp, violin and piano. The tables were arranged in "T" shape on the ground floor of the club house, situated on a bluff over-

National Advertising = Sales Insurance

This is going to be a Merry Christmas and a happy and prosperous New Year for *EVERSHARP* Although the sales have been very encouraging in the past, the coming holiday season will set a new mark this autumn, for

TRADE **EVERSHARP** MARK

begins a new national advertising campaign to the consumer. Large space will be used in the foremost national publications. Especial attention is called to the half page in the Saturday Evening Post, which will appear in about a month, and the full page in September System. Although the advertising will feature the attractiveness and acceptability of Eversharp as a holiday gift, it will also produce a big steady demand from people who buy for their own use. For the advertising will be followed up judiciously, and the best and strongest advertising—that done by Eversharp itself between peoples' fingers—will be spread to every part of the country.

Look carefully over the large sectional cut slanted across this advertisement. It shows why Eversharp is mechanically perfect—it illustrates some of the features that make it the best pencil to be had. It carries a small eraser in the head for emergencies, the magazine tubes hold 18 inches of lead, black or indelible (a year's supply for the ordinary writer)—easily refilled for a quarter. They make a clean writing line without being sharpened. By the use of indelible leads Eversharp gives pen and ink service, and it is the easiest of all writing instruments to fill.

Vest Pocket *EVERSHARP* is a small model built on the same excellent mechanical principles which have brought its big brother to the front. It carries 10 inches of lead.

STATIONERS—Do you realize how Eversharp's holiday campaign will affect your trade? Eversharp as a gift is of the highest class and the profits are in keeping. Write at once for our special case offer.

EVERSHARP
PENCIL COMPANY
PEOPLES GAS BLDG., CHICAGO
Cardinell Vincent Company, San Francisco, Cal., Sole Pacific Coast Agents

A BINDER that speaks for itself!

It takes but one glance to explain the unusual popularity of the new Cesco Top Lock Binder. It represents the most efficient and mechanically perfect sectional post device it is possible to construct.

No key to find—a quarter turn of the knob unlocks or locks it. Metal Hinge and Metal End Caps guarantee long years of service.

From all over the Country—from coast to coast—we are constantly receiving inquiries. Surely this ever growing demand indicates that here is a binder well worth handling, no matter what other line you may carry.

Send for the Cesco Catalog

Showing these new Top Lock Binders and the entire Cesco Line. We want to submit concrete evidence—facts and figures why you should be a Cesco Dealer. Our discounts and dealer co-operation all mean bigger business.

The C. E. Sheppard Co.

Loose Leaf Binders and Forms

300-311 Hudson St. New York

BRANCHES:

CHICAGO PHILADELPHIA
BOSTON ATLANTA

looking the lake. Mr. Wigginton paid a compliment to Harry Silvernail whose resourcefulness and ability had enabled the club to make preparations to handle so many guests. Mr. Silvernail was also the master of sports and he announced the winners of the athletic events which preceded the dinner.

C. H. Hunter and Dwight S. Wetmore of Rochester were the winners of the golf tourney, the players including the following:

R. H. McKay, W. M. Meyers (Burroughs), D. S. Wetmore, Harry J. Stratford, R. D. Patterson and C. A. Skinner (Buxton & Skinner Printing & Stationery Company), George P. Wigginton, Stephen Stout, C. H. Hunter (Elliott-Fisher Company).

In the tug-of-war the winning team was the one captained by H. J. Stratford. This team was known as the Style "C." The line-up of the tug-of-war was as follows:

Kazoos: E. D. Hathaway, captain; C. P. Potter, W. T. Martin, R. D. Patterson, S. K. Markham, K. N. Smith, A. C. Tapley, Chas. Wigginton, C. C. Inshaw, W. M. Furr, A. K. Sykes.

Style "C"s: H. J. Stratford, captain; H. E. North, R. T. Poole, George Farron, J. A. Sweeney, C. E. Coleman, C. A. Skinner, Oscar Fair, A. E. Pinney, E. E. Thacker, B. E. Cummings.

The canoe race was won by A. C. L. Tapley of Halifax, N. S., the prize being a handsome paddle, the best that could be purchased in Kalamazoo. The boat race was won in two successive heats by H. M. Furr of Baltimore, Md. For this feat he received a handsome cigarette case.

The wheelbarrow race was won by Wm. A. Pool and Byron R. Pinney, both of whom received cigar cases as prizes.

J. M. Mandeville of the Burroughs Adding Machine Company and Mr. Burley won the three-legged race.

It caused much merriment when Mr. Silvernail explained that the prizes for the golf tournament and tug-of-war winners were boxes of cigars, but that they had been used up at the dinner. He promised, however, that the contestants would receive their prizes at a later date.

After the announcement of the prizes the toastmaster introduced William L. Brownell of Kalamazoo, president of the Brownell Advertising Service. He paid a high compliment to Mr. Brownell's character and to his ability as a writer and speaker. Mr. Brownell presented a most interesting address on the subject "Thinking" or "The Psychology of Salesmanship." Copies of this address following its delivery were presented to the guests.

Following this address Mrs. Bertha Davis rendered a soprano solo. E. D. Hathaway, manager of the Washington office, adressed the assembly on the work of the Washington office and the enormous growth of the Kalamazoo government business. He described the manner in which the government buys its supplies and related in an interesting manner the development of the Kalamazoo business from the time he took hold of it eight years ago.

The final numbers included vocal selections by an excellent male quartette and a contralto solo by Miss Genevieve Welch.

Immediately after the conclusion of the dinner the party was taken in motor boats to the station of the interurban and whirled back to Kalamazoo in record time, arriving at the hotel shortly after twelve o'clock.

The following people from the accounting machine companies were present and very active during the convention:

Burroughs Adding Machine Company—J. E. Holland, Kalamazoo; William Meyer, Grand Rapids; J. E. Mandeville, Kalamazoo; R. H. McKay, Detroit; Mrs. L. D. Waggoner, Detroit; A. W. Naulin, Kalamazoo.

"Show me the machine the operator likes best, and I will show you the machine that will give the best service."

This old typewriter maxim tells you exactly why users get the best results from the

MONARCH Typewriter

The machine whose light touch and easy action helps the operator to do the most work with the least effort is bound to be her favorite—and for that very reason it is sure to be the most productive machine for the owner.

The name of this machine is "Monarch." To prove it ask the operator.

331 BROADWAY, NEW YORK

Macey — back of the Macey Trademark

BACK of the Macey trademark on a filing cabinet stands twenty-five years of knowing how to make high-grade office furniture. When you buy Macey equipment you buy more than just metal, wood and paper. You profit by the experience of pioneer woodworkers — originators of important improvements in filing cabinet manufacture. You benefit by the best ideas of an organization in intimate touch with the forward tendencies of business. The Macey trademark is your assurance that the equipment purchased is the best obtainable for its intended use. And you know that you not only are getting the best — but are getting the best at prices possible only because of great output and efficient production facilities.

Wood Cabinets

Simple, dignified beauty, large filing capacity, elasticity to meet varied requirements, economy of floor space and low cost are distinctive features of the Macey line of wood cabinets. In the Macey Upright, Horizontal and Inter-Inter cabinets the sectional idea has been developed to the Utmost.

In our new Standard line just brought out we have incorporated all of the advantages of our corporation files at a saving in price. The construction is improved, unlimited expansion is provided for, and maximum filing capacity with economy of floor space is secured in the most convenient and accessible form.

The Best in Steel

The Macey Metal line is complete — there are Upright and Horizontal sections, Macey Safes and S-T-A-K-U-P units meeting every requirement and enabling you to build your files to fit your business. The Macey Metal line is noted for superior construction and beauty of appearance, it provides fire insurance for office files.

Never before has the Macey line been so complete.

There are splendid opportunities for Dealers to connect with the Macey line right now. Write at once.

The Macey Co.
Designers and Makers of
Systems, Filing Appliances, Library Cases, Safes.
GRAND RAPIDS, MICHIGAN

Elliott-Fisher Company—C. H. Hunter, Harrisburg, Pa.; C. C. Fitch, Harrisburg; M. L. Roosevelt, Detroit; and C. J. Walker, Grand Rapids.

Ellis Adding Typewriter Company—F. H. Montgomery, Newark, N. J.; J. W. Lamphier, Chicago.

Remington Typewriter Company—Q. H. Davis, Chicago; D. M. Monell, New York; C. R. Schumann, Grand Rapids; William A. Long, Kalamazoo; Miss Genevieve Welch, Chicago.

Underwood Typewriter Company—W. C. Trietsch, Detroit, and Mrs. W. C. Trietsch.

Southern California Stationers Meet.

The regular monthly meeting of the Stationers' Association of Southern California was held at the Pig'n Whistle Café, Los Angeles, Cal., where dinner was served at 6:30 p. m., after which the meeting was called to order by the president, F. J. Young.

Present: F. J. Young, S. Cahen, R. W. Rogers, T. W. Moore, W. P. Hannaford, R. M. Breeden, A. E. Shepherd, G. W. Grimes, J. E. Harvey, H. W. Stacey, Al. Holman and G. E. Fetters.

The minutes of the previous meeting were read and approved. The secretary's report was read and approved. Mr. Moore, chairman, responded for the executive committee.

Upon motion made by Mr. Cahen and seconded by Mr. Stacey, several bills were ordered paid.

The principal address was made by the president of the association, Fred J. Young of the Cunningham, Curtiss & Welch Company. Mr. Young, having returned from an extensive eastern trip, particularly emphasized the notice the local organization is attracting throughout the country by reason of its complete, efficient and thoroughly up-to-the-minute price lists.

After general discussion the meeting adjourned.

Picnic at Dellwood Park.

The employés of the Butler Paper Company of Chicago enjoyed a picnic on August 23 at Dellwood Park, near Chicago. The entertainment included chariot races, baseball game, races for everyone, steeplechase race, a free merry-go-round for the children, plenty of lemonade, ice cream and fortune tellers.

Philadelphians to Meet.

The first meeting of the season will be held by the Philadelphia Stationers' Association on September 14, at which time nominations for officers for the new year will be submitted, to be acted upon at the following October meeting.

Eaton, Crane & Pike Salesmen Hold Convention.

During the week ending Saturday, August 19, Eaton, Crane & Pike Company, held a salesmen's convention at the factory in Pittsfield. Thirty-eight members of the sales force assembled from various points of the country as far afield as San Francisco in the west and Texas in the south. The serious side of business was enlivened with an enjoyable round of social entertainments. These included theater parties, a moonlight automobile ride with dinner at the Idlewild, South Williamstown; a clambake of portentous dimensions made merry with many sport events.

The convention wound up with a banquet at the Hotel Wendell on Friday, August 18. This was attended by the factory executives and foremen and all united to do honor to the departing guests. An exceedingly enjoyable evening brought a week's profitable meeting to a happy close.

A Stepping Stone—

A complete line of pens, arranged in a concentrated manner so as to best display the styles and make it easy for the customer to buy, is one of the best stepping stones to other sales and other profits that the stationer can find.

An attractively arranged and properly exploited pen department will bring into a store many customers who would never have come otherwise. Every customer pleased with a pen purchase has a potential value as a customer for pencils, ink, blank-books, blotters, paste and a hundred and one other articles. Thus—the pen department becomes in itself a trade stimulator and business builder.

If viewed only from this standpoint, a pen department will prove a most valuable unit in any stationery business, yet many dealers have found that by concentrating upon a standard pen for which there is a big demand, such as the Esterbrook, the pen department can be made an excellent profit maker in itself.

Such concentration pays because it ties up less money in stock, saves counter space, provides maximum display, offers a most complete assortment and makes it easier for the customer to buy—all of which results in quick sales and satisfactory profits.

To make it easier for dealers to concentrate in the pen department, we furnish ten different styles of Esterbrook Counter Display Cases which are adapted to a wide range of dealer's stock. Let us know what your average stock of pens cover and we will advise you regarding case and assortment best suited to your needs.

Esterbrook Pen Mfg. Co., 80-100 Delaware Avenue, Camden, N. J.

Esterbrook Pens "Easiest to sell!"

MOST REMARKABLE
are all of the New Models of the
MULTIPLEX
HAMMOND Typewriter

Features:

Instantly Interchangeable Type
365 varieties; over 50 different languages. No bad alignment. No imperfect impressions of type, as stroke is automatic.

The Regular Multiplex
Is the standard for executives, authors, clergymen, physicians, instructors and students.

Aluminum Multiplex
The lightest and most portable of high-grade typewriters, weighing about 11½ pounds.

Mathematical Multiplex
Carrying about 150 different characters, for the writing of all algebraic equations and mathematical problems—and all other kinds of work.

Reversible Multiplex
When the writing is reversed from English—Hebrew Arabic, Turk sh, Persian, etc. immed ately adapted to English also.

Multiplex Copy-Riter
Has variable spacing of letters and many styles of type. "Your Copy is your Proof." As is the copy so will be the style of the printing.

Wide Carriage Multiplex's
Writing lines from regular up to 20 inches long. All Hammonds however accommodate any width of paper.

Service
To business institutions exceeds and excels any other one class of its usage.

Beauty of Work
Is a pre-eminent feature in all of its models.

Every Model
Is fitted to accommodate our many styles of type and our great variety of languages. Two sets on a machine at once. "Just Turn The Knob" and presto, there is one or the other. Other changes on the moment.

Catalogues gladly sent for the Asking.
Dealerships and Agencies are highly profitable.

THE HAMMOND TYPEWRITER CO.
69th St. at East River New York City, N. Y., U. S. A.

Cargill Employés Hold Picnic.

The second annual picnic of the Cargill Printing Company was held Saturday, August 5, at the Battlegrounds, near Houston, Texas, and proved the success it was planned to be. Rain interfered somewhat with the program, but notwithstanding that, every event was pulled off with the exception of the ball game scheduled between the printers and pressmen.

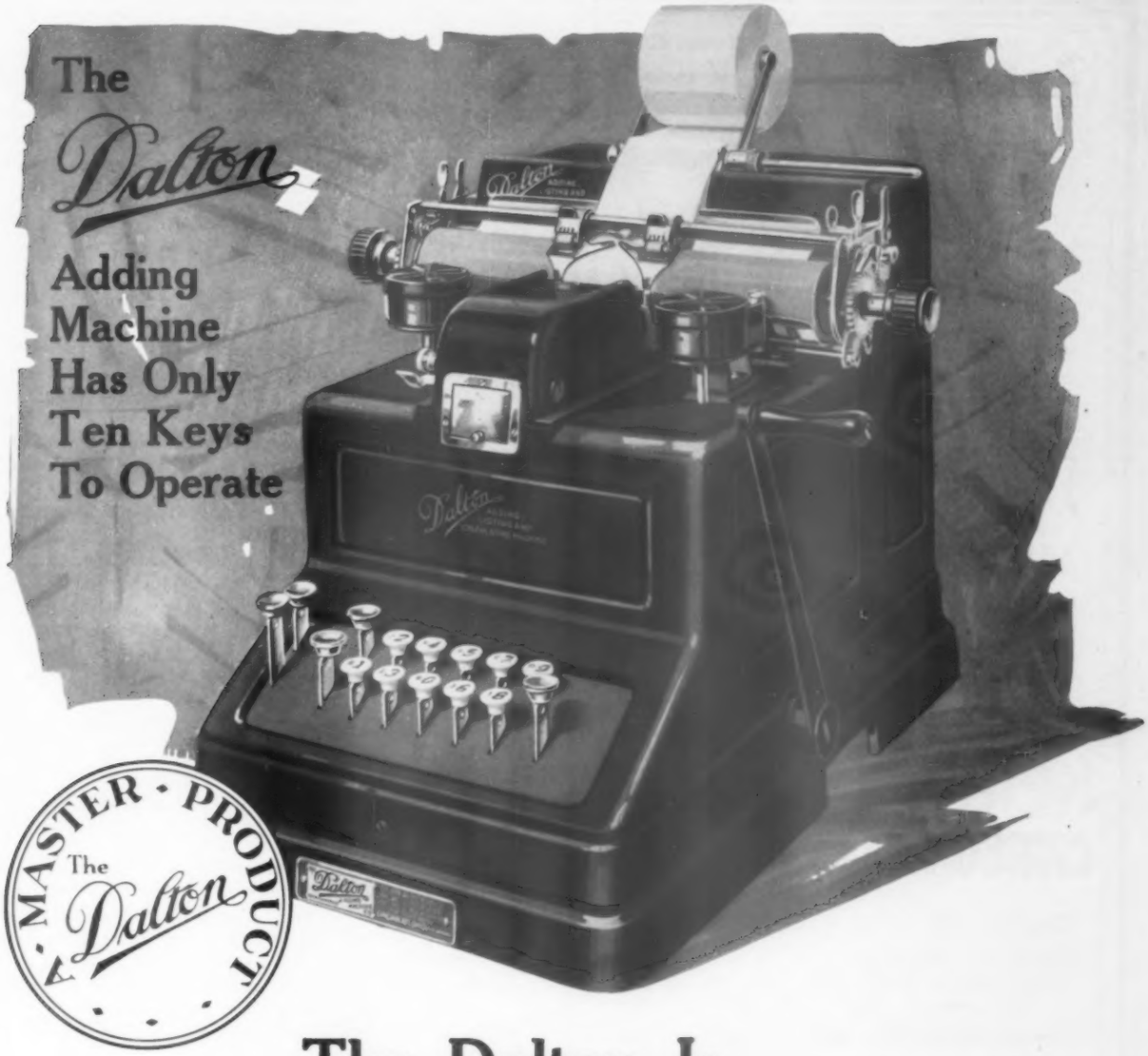
By arrangement with the street car people the company had special cars in waiting at the First National Bank corner, and at 8:15 a. m. the start was made for the Turning Basin. The cars ran through to the end of the shuttle line, and from there the crowd was conveyed in autos to wharf No. 1, where the yacht "Nicholaus" was in waiting. An eight-piece orchestra had been engaged for the occasion, and with the throwing off of the ropes, they started the fun with rag-time melodies. Everyone upon entering the boat was presented with a horn, with the injunction to make good use of it, and when they opened up the manipulators of violins, flutes and drums took to cover. Every animate thing on the river and on the banks thereof was saluted. On landing at the grounds the picnickers settled down to the real business of the day. The ball game was to have led the program, but the rain interfered and it had to be given up. No time was lost over this, however, for the crowd adjourned to the large pavilion on the grounds, and the dancing program was extended to take up this period.

Prizes were awarded to those adjudged the best dancers. First prize for gentlemen was given to H. Holland of New Iberia, La. Miss Mabel Wilcox won the grand prize, while L. S. Boswell and Miss Abercrombie and Mr. and Mrs. John Doebele were the winners in the lucky number contest. Al. Stone, with Clarence Ollre as his partner, put on what they called a Zulu dance—a late importation from abroad.

At the conclusion of the contest, Miss Wilcox, in grateful acknowledgment of having been proclaimed the winner, favored the audience with a classical interpretation of Mme. Pavlowa's terpsichorean efforts. She smilingly responded to several insistent encores.

Immediately following the dancing contest came the dinner, which had been provided by half a hundred of the married ladies. One reporter used up all the complimentary adjectives in the dictionary in attempting to describe this meal, which was thoroughly enjoyed by everyone.

The management allowed a half hour for recovery after dinner, and then it was all out for the races and like contests. These events, with their respective winners, were as follows: Three-legged race, men and boys, Joe Ashford and Jack Oxford; egg race, ladies and girls, Miss Ethel Gibbs; egg race, girls, Miss Isabelle Meyer; egg race, for men and boys, H. S. Ashbury; 50-yard dash, ladies and girls, Miss Winifred Loonan; young ladies' race, Miss Amelia Marchese; 100-yard dash, men and boys, Eddie Artz; sack race, men and boys, Joe Ashford; sack race, ladies and girls, Miss Estelle Hutchins and Miss Loleta Mae Holmes (tie); lost shoe contest, men and boys, Stuart Vann; lost shoe contest, ladies and girls, Miss Estelle Hutchins; children's race, Miss Pauline Stone; jumping rope contest, men and boys, Joe Ashford; jumping rope contest, ladies and girls, Miss Estelle Hutchins; baseball throwing contest, ladies and girls, Miss Olivia Malsch; married ladies' race, Mrs. W. B. Harkness; walking backwards race, Jack Oxford; little boys' and girls' race, Joe O'Neil and Lillian Horlock. To these were added the following specials: Egg race, married men, A. E. Stone; egg race, men and boys, Stuart Vann; sack race, married men, Frank Little; little boys' race, Dick Doebele; little girls' race, Miss Pauline Stone.



The Dalton Is Built for Your Business

Whether you run a bank, operate a department store—or the simplest grocery, the Dalton, because of its wonderful adaptability can solve your problem—is ready to serve you—to give just those peculiar computing, listing and auditing values you need in your particular business.

That 10 Button Keyboard

The Dalton makes your work easier—quicker. It eliminates many operations. It adds and multiplies faster. It subtracts and divides with facility. It handles fractions with ease and rapidity. It cross-foots; checks postings; figures percentages and discounts; makes out monthly statements; in every case rendering a physical audit slip of the work performed.

There is nothing difficult—nothing to learn. The secret of it is the simple ten-button keyboard that fits your hand so perfectly.

Let Us Prove It to You

Operatively and mechanically the Dalton is the simplest of all adding machines. It has fewer parts—it has only 10 keys. Each key has a light, uniform touch—a short dip. It will register faster than you can count—swifter than you can call the numbers. It won the Gold Medal for simplicity and speed at the Panama-Pacific Exposition. It has seen years of service in thousands of offices, and long ago conclusively demonstrated its durability and worth. The Dalton will meet your every purpose—will supply your special need. Write for descriptive literature—it's free.

The Dalton Adding Machine Co., Norwood, Cincinnati, Ohio

METTLE WILL TELL

in an article as well as in an individual under unusual difficulties, and dealers find Consistency of Quality and Service in

NEIDICH PROCESS
CARBONS AND RIBBONS

despite the perplexities of the raw material situation.

This is a factor of prime—and increasing—importance, and we are sparing no expense to maintain the inherent worth of our products—depth of color, legibility, the cleanness and superior wearing qualities of both carbons and ribbons.

Neidich Process Company
BURLINGTON, N. J.

"The factory behind the goods'

Prizes well worth striving for were awarded for each and every event.

The fishing contest came next, and the winner was adjudged to be J. H. Schnell, who took prisoner a flounder that had incautiously clambered too far up on the bank. The judges were Messrs. Doebele, Lahrman and Lilienthal.

The tug of war was between sixteen men from the second floor vs. the first, second and third floors combined. The second floor team consisted of the following members, viz.: Harkness, Little, Lilley, McMurray, Schleeter, Neel, Gooden, Mims, Sigmond, Ashford, D'Amico, Moore, Lilienthal, Swale and Stone, under the captaincy of Mr. Walter Williams, while the others, under the leadership of Mr. Shoquist, had on its roster the following: Lahrman, Browne, Dingelstedt, Doebele, Weber, Rave, Andrews, Forest, Muller, Artz, Hoeffner, Asbury, Peschka, Coffee and Ollre. Each side was determined to win the trophy and it was a grim struggle, but gradually the superior team work and strategy of the second floorers began to tell, and when peace was declared they were acknowledged the victors. The one topic of conversation among many Monday morning was the varying degrees of soreness that two arms could accumulate; but Mr. Rave had the biggest tale to tell. He said his wife has positively forbidden him to enter any more tugs-of-war. She insists that every coat in his wardrobe will have to have the sleeves lengthened several inches.

Immediately after the tug of war came the watermelon feast.

A small mountain of that luscious fruit was placed before the gathering and the order to fall to was given. No properly constituted human being could possibly refuse an appeal of that nature, especially as they knew those melons were the pick of the Hempstead fields and had been on ice for nearly a week. They fell to with a will, for added to the pleasure of eating them a goodly prize would go to the one who consumed the most. Much was expected of W. J. Browne, winner of last year's contest; but whether it was due to over-training, as some say, or that he was simply outclassed, he fell down this year, and the medal was awarded to Jack Doebele.

Cargill Picnic Personalities.

Ennis Cargill, who in every-day life is a staid and dignified gentleman—a condition forced upon him by reason of being a Chamber of Commerce director, and occupying the same position in several banks and other similar institutions—proved that when he is away from such subduing influences he is as jolly and as lively as the best of them. His was the self-appointed duty to see that everyone enjoyed himself to the utmost, and by precept and example he worthily fulfilled his task. They do say that if he missed one jot of the jollification from start to finish, it couldn't be discovered.

* * *

Herman Malsch was here, there and everywhere, aiding everyone. Long before the time set for departure he was busy arranging for the many details that made the day so perfect, and he did not cease his kindly labors till the last farewells were said.

* * *

Frank Clemens rendered yeoman service and held up his end right worthily.

* * *

A. A. Schleeter, chef of the lemonade department, did himself credit. He is one of the original preparedness men of Houston and his ample stock showed his faith in the principle.

* * *

Al. Stone did not take his usual lead in the festivities of the occasion. Rather he was discovered jotting down

Complete and Practical in every Detail

The Noiseless Typewriter

100% NOISELESS

Highly commended by well-known representative concerns after exhaustive tests, resulting in repeat orders and standardization of equipment.

The practical Noiseless mechanical construction not only insures a permanent noiseless result, but also increases durability by preventing the usual excessive wear and strain caused by the hammer method of typewriting.

Our catalogue will interest you. Send your address and we will mail you a copy at once.

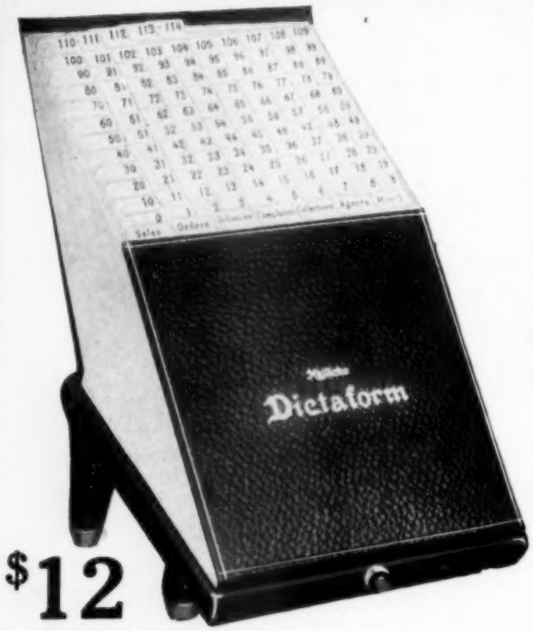
THE NOISELESS TYPEWRITER COMPANY

General Sales Offices:
253 BROADWAY, NEW YORK, N. Y.

Factory:
MIDDLETOWN, CONN., U. S. A.

Sales Offices:
NEW YORK CHICAGO PHILADELPHIA WASHINGTON BOSTON BUFFALO

The Meilicke Dictaform



$12

Stop Wasting Dictating Time!

Stop repeating over and over in your letters the same arguments and phrases. Such repetition means valuable time wasted. Write your letters the DICTAFORM way and every letter will be answered as if written when your mind was clearest. Surprisingly few letters require special dictation. The DICTAFORM enables you to build a letter-writing system to fit your own business It makes it unnecessary for you to go through 95% straw to find the argument or phrase you are looking for. It saves dictating time—and gives you stronger, more forcible letters.

Think out your strongest answer to a question, classify the argument under its proper heading and put it into the DICTAFORM. Continue this plan for a short time and you will have ready, for instant reference, your own letters, paragraphs, phrases and arguments sparkling with your own individuality. Through continuous use of these prearranged letters and paragraphs in answering your mail, you will be able to get out, at a fraction of the cost, ten times the volume of correspondence that is possible in dictating each letter separately.

Note These Features

Loose leaf, hinged cards, that tip into perfect reading position. Leaves locked in so they are always in place. Changes can be made as often as you like, for you merely attach data to the card body. Headings on index cards can be changed to suit your requirements. No carbon copies necessary—number notations on incoming letters answer this purpose. You answer your mail when you please and alone, simply indicating, by character signs, whole paragraphs or complete letters which tell forcibly and adequately what you wish to say.

Meilicke Calculator Company

Makers of time and money-saving office devices.

347 North Clark St. Chicago, Ill.

DEALERS! Big money has been made on the sale of Meilicke Sight Systems and Active Phone Lists. This new device offers still greater money-making possibilities. High-grade Salesmen are wanted to take over exclusive selling rights on the Meilicke DICTAFORM. Every executive handling correspondence is a prospect—nothing on the market now answers the same purpose. Write for details of our proposition—stating your qualifications in full.

notes in a little memorandum book—just like a real reporter. He confided to a few intimates his reasons therefor. It appeared he was to leave the following Saturday to represent Houston at a Fraternal Order of Eagles convention at Savannah, Ga. He hoped to bring the convention to Houston next year, and he felt in duty bound to absorb all the pointers possible on how to conduct a successful picnic He says if he lands the convention he has enough of this knowledge stored away to give the Eagles a time they will remember forever.

* * *

A boxing contest of four rounds was staged between Allan Cox and his brother for the edification of the men only, but the ladies were not to be denied. They crowded around the ring, though one and all declared they could see no sense in a thing like that, but the men—they enjoyed it immensely.

The time for departure having arrived the crowd made their way to the boat and the return trip commenced. Every face showed the happiness the day had brought In due time they reached the dock, from whence they made their way to the waiting cars and the 1916 picnic of the Cargill Company passed into history.

Membership Tickets Issued.

Secretary Byers of the National Association of Stationers and Manufacturers, is issuing membership tickets and reminding members that they are expected to attend the convention at Atlanta beginning October 9. Mr. Byers briefly outlines the intended work of the convention as follows:

"On Monday of that week, registration will commence and meetings of the Board of Control, the National Catalogue Commission and Manufacturers Committees will be held in the Hotel Piedmont.

On Tuesday and Wednesday, the business sessions of the Convention will follow, and on Wednesday evening, October 11th, the banquet will be held at the Capital City Club.

Thursday, October 12th, is Atlanta Day, and during the morning a Georgia Barbecue will be served at the Southeastern Fair Grounds in Lincoln Park.

The special features of the Convention in addition to the reports of the various committees, which are extremely interesting and instructive, will consist of the following:

An address by Edward N. Hurley, chairman of the Federal Trade Commission.

An address on the new basis price adopted by paper manufacturers.

An address on blanks and forms used in the conduct of the stationery business by W. D. Pittman, secretary of the National Catalogue Commission.

Exhibit of blanks and forms referred to in the address of Mr. Pittman.

Exhibit of plans and photographs of store interiors, and award of prize.

You will please find herewith an identification card, upon presentation of which to the Committee on Registration, you will be entitled to be registered as a member of the Association in attendance at the Convention, without the production of further credentials, and if you are unable to attend in person and wish to have a regular employe represent you be careful to fill out the proxy as the same is endorsed on the reverse side of the card.

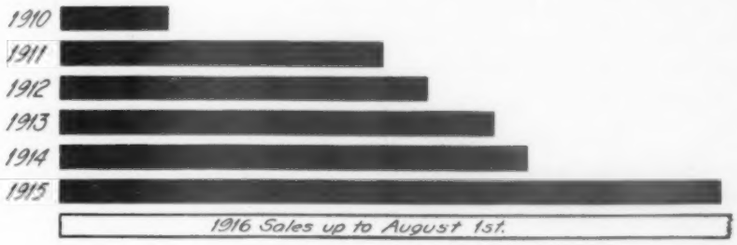
The Convention headquarters are at the Piedmont and Ansley Hotels, and hotel reservations should be made by communicating with John M. Cooper of the Foote & Davis Co. of Atlanta, Ga.

Our Association is now 1,000 strong, and the Convention should reflect this splendid growth, and you can do your part by being on hand.

Sales Executives
Sales Men

My company needs salesmen and sales executives of big calibre who have sufficient intuition to recognize the writing on the wall—men whose past experience as salesmen indicates an earning capacity of five thousand dollars or more per year.

The chart below indicates the growth of bookkeeping by machinery. In 1916 to August 1st the sale of Bookkeeping Machines is in excess of the whole year of 1915, and the indications are that with our present sales organization we will sell as many Bookkeeping Machines in 1916 as in all previous years together.



We need at the present and have territory open for at least twenty-five salesmen capable of earning big compensation.

I invite correspondence which will be treated in the strictest confidence from salesmen (particularly men who have had experience in the office specialty field) who can meet and talk on equal terms with the presidents, treasurers and general managers of firms who can use our product.

Think it over. Here is the growing field in the Office Appliance industry. If you can hear the ring of sincerity in this advertisement, write to me personally and we will discuss the question of territory.

G. F. WATT, President

ELLIOTT-FISHER CO.

Harrisburg **Pennsylvania**

NATIONAL ASSOCIATION NEWS

Information Concerning the Activities of the National Association of Stationers and Manufacturers from Month to Month

OFFICERS:

President, CHARLES N. BELLMAN, Toledo, O.; First Vice-President, EDWARD E. HUBER, New York, N. Y.; Second Vice-President, CHARLES H. CROCKER, San Francisco; Third Vice-President, LANSING G. WETMORE, Rochester, N. Y.; Treasurer, HARRY A. PRIZER, Philadelphia, Pa.; Auditor, HENRY W. ROGERS, New York, N. Y.; Secretary, MORTIMER W. BYERS, New York, N. Y.; Chairman Catalogue Commission, R. D. PATTERSON, St. Louis, Mo.

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Henry W. Stacy, Los Angeles, Cal.
James Ball, Portland, Ore.
Frank R. Welsh, Philadelphia, Pa.
Henry E. von Wedelstaedt, St. Paul, Minn.
Theo. A. Steinmueller, Baltimore, Md.
Edwin I. Baer, Canton, O.
Ivan E. Allen, Atlanta, Ga.
J. Herbet White, Buffalo, N. Y.
William W. Buchanan, Chicago, Ill.
J. Ogden Pierson, New Orleans, La.

DIRECTORS—MANUFACTURERS

J. H. Schermerhorn, Jersey City, N. J.
Louis H. Buckley, Worcester, Mass.
Frank E. Ewing, Framingham, Mass.
John L. McMillan, Syracuse, N. Y.
Millard E. Heise, Philadelphia, Pa.
Oliver J. Timberman, Cincinnati, O.
Richard B. Carter, Boston, Mass.
Edward S. Towne, Holyoke, Mass.
Carl M. Bernergau, Hoboken, N. J.
Andrew L. Weis, Monroe, Mich.

TIME AND PLACE OF NEXT MEETING—ATLANTA, GA., Oct. 9-13, 1916

SECRETARY'S OFFICE—41 Park Row, New York. INFORMATION BUREAU—411 Olive St., St. Louis, Mo.

Manager of Information Bureau, W. D. PITTMAN

Prizes for Best Stationery Store Plans.

Office Appliances has already mentioned the fact that prizes amounting to $125 are to be offered for the most advanced ideas in store arrangement, classification and location of merchandise in stationery stores, at the next convention of stationers and manufacturers. The details of the plan are as follows:

$50 for the best plan and suggestion for the display, classification and location of merchandise for a store approximately 22x100 feet, inside measurement.

$50 for the best plan and suggestion for the display, classification and location of merchandise for a store approximately 47x100 feet, inside measurement.

$25 for the best plan and suggestion for a display case for showing any kind of merchandise sold in stationery stores.

Competition is open and free to everyone.

Plans on which prizes have been awarded are to become the property of The National Association of Stationers and Manufacturers.

No definite height of ceiling is given, but it is the desire to have plans that will meet the average dimensions of stores as we find them throughout the country.

Particular attention will be paid to classification and location of merchandise. Names of contestants must not appear on the plans.

The plans will be on exhibition at the next annual meeting in Atlanta October 9, 10, 11 and 12, 1916, where a special committee will be appointed to award the prizes. After the meeting it is the intention to have the plans put in such shape that blue prints can be furnished to any of the members desiring same at a nominal cost.

Persons desiring to compete are requested to notify Charles N. Bellman, 321 Superior street, Toledo, Ohio, at once. Plans must be delivered by October 1 to Mr Bellman.

And Still They Come!

Officials of the National Association of Stationers and Manufacturers announce the following new members for the National Association since the publication of the previous list. This brought the total membership up to 1,026 on August 22.

The J. W. Burke Company, 406 Cherry street, Macon Ga.

Valley Paper Company, Holyoke, Mass.

The Hattiesburg News, Front street, Hattiesburg, Miss.

Brown-Preuss Stationery Company, 918 Grand avenue, Kansas City, Mo.

F. E. Hale Manufacturing Company, Herkimer, N. Y.

Free Press Publishing Company, 16-24 South Bank street, Easton, Pa.

Gustav J. Sengbusch, president, Sengbusch Self-Closing Inkstand Company, 161 Michigan street, Milwaukee, Wis.

New Members for National Association.

The following firms and individuals have recently been added to the membership rolls of the National Association of Stationers and Manufacturers:

The Berryhill Company, 42-48 East Washington street, Phoenix, Ariz.

B. Lundberg & Co., 176 North Dearborn street, Chicago, Ill.

U. of I. Supply Store, 627-631 Wright street, Champaign, Ill.

Chronicle Publishing Company, Ltd., 928 Front street, Alexandria, La.

Rust Craft, art publishers, 60 India street, Boston, Mass.

E. S. Ball, 609 Main street, Waltham, Mass.

Berlin & Jones Envelope Company, West Twenty-seventh street, New York, N. Y.

Brooklyn Art Publishing Company, 19 Madison avenue, New York, N. Y.

Henry Trenchard, 296 Broadway, New York, N. Y.

Samuel Carpenter Company, Ninth and Dauphin streets, Philadelphia, Pa.

O. Stillman's, 8 High street, Westerly, R. I.

Riley Boone, Marshall, Texas.

The International Book & Stationery Company, Herald building, El Paso, Texas.

An Invitation from the South.

Office Appliances takes pleasure in publishing the following invitation to members of the trade to come to Atlanta next month. The invitation is as sincere as it is straightforward, and breathes the true spirit of hospitality.

IT'S EASY TO COME TO ATLANTA, THE HEART OF DIXIE.

Wherever you live you can come to Atlanta without inconvenience.

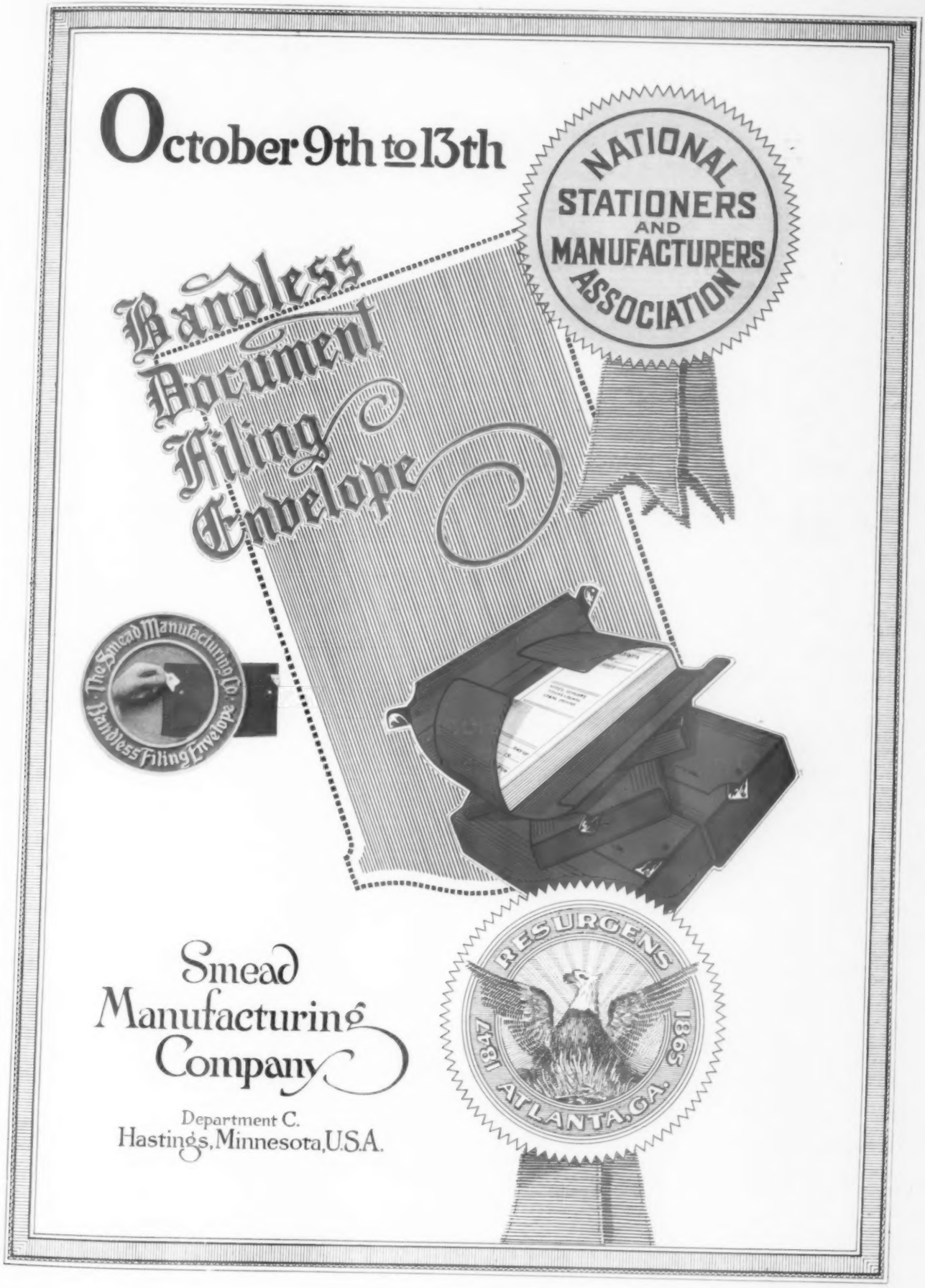
The rail routes are good and schedules are so arranged that it is unnecessary to arrive at unearthly hours.

Being the Gateway to the Southeast, Atlanta with 152 passenger trains, 228 sleeping cars, inbound and outbound daily, is the great center of train and automobile travel.

New York, Buffalo, Cleveland, Detroit, Chicago, Kansas City, Little Rock, Houston, New Orleans, are all an overnight ride to Atlanta.

You will be welcome.

ATLANTA STATIONERS' CLUB,
Ivan E. Allen, President.


October 9th to 13th
NATIONAL STATIONERS AND MANUFACTURERS ASSOCIATION
Bandless Document Filing Envelope
The Smead Manufacturing Co. Bandless Filing Envelope
RESURGENS
ATLANTA, GA.
1881 1885
Smead Manufacturing Company
Department C.
Hastings, Minnesota, U.S.A.

HAND ADDRESSOGRAPH (Prints Thru a Ribbon) 1000 to 1500 names and addresses in hour—exactly like typewriting.

WORDS AND PICTURES

cannot tell the Story of the

Addressograph

TRADE MARK

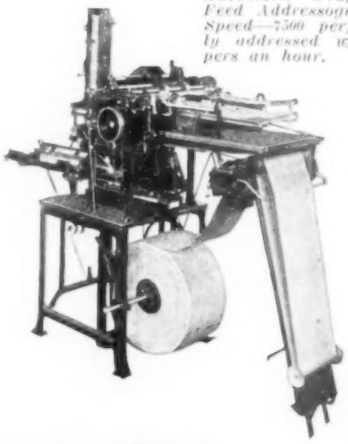
PRINTS FROM TYPE

F1 Addressograph Operated by Foot Lever or Motor. Speed—2000 to 3000 an hour.

WORDS and pictures are inadequate. To fully appreciate the Addressograph you must actually see it in operation. No matter the size or nature of your list you cannot afford to continue to write and re-write names and addresses with SLOW, TEDIOUS pen or typewriter methods.

You Can See a 2-minute Demonstration In Your Own Office

WITHOUT obligating you in the least, one of our 106 salesmen will carry a "typewriter-size" Hand Addressograph to your desk. In two minutes he will prove how the Addressograph will soon pay back its small cost to you because of the saving of time and money it affects in filling in form letters—addressing envelopes, post cards and circulars—heading up and dating statements and ledger pages—imprinting pay forms and the like 10 TIMES FASTER than such data can be written by pen or typewriter and without chance of error or omission.



Automatic Wrapper Feed Addressograph Speed—7500 perfectly addressed wrappers an hour.

Or Visit Booths 29-41 Chicago Business Show

HERE, the many different models of the Addressograph will be shown in actual operation. Some models are operated by hand—others by foot lever or motor. Some are entirely automatic. So, no matter how many names you write—50 or a million—or regardless of the size or nature of the forms upon which you write these names, there is an Addressograph to fit your needs.

10 DAYS TRIAL—NO COST, NO OBLIGATION

Addressograph Co., 903 W. Van Buren St., Chicago, Ill.,

Send details of 10 days Hand Addressograph Trial Offer. Check marks describe our requirements.

○ Mailing List ○ Dividends ○ Shipping Tags
○ Payroll ○ Statements ○ Drivers' Route Sheet

Number of Names on List.....

Name.....

Firm.....

Town and State.....

SEPTEMBER, 1916

H1 Addressograph with Automatic Tag Feed Attachment Speed—150 perfectly addressed tags a minute.

PROGRAM

¶ This Section Contains Lists of Exhibitors and Events at the Chicago Business Show and Efficiency Exposition at the Coliseum, Chicago. This Great Exposition, Opening on September 18th, Will Continue to and Including September 23rd.

¶ This Program is made up of the following Sections, arranged for the guidance and convenience of those who visit the various Exhibits:

Alphabetical Lists of Exhibitors.

Diagram of Coliseum.

Announcements of Advertisers.

Exhibits Described in Detail.

Classified Lists of Exhibitors.

Program of Musical Numbers.

Contests and Special Events.

¶ All Exhibitors and Visitors Are Cordially Invited to Call at the Booths of Office Appliances, 4 and 5, where they will receive a hearty welcome and every possible assistance by way of information and advice from those in attendance at the Booth.

Home of Pelouze Postal Scales

"NATIONAL"

"STANDARD"

Pelouze Postal Scales are scientifically made. They give exact cost in cents on all classes of mail matter.

Good Postal Scales cost only a little more than poor ones and they save many times their cost. Banks and large business houses use "Pelouze" Scales because of their accuracy, reliability and durability.

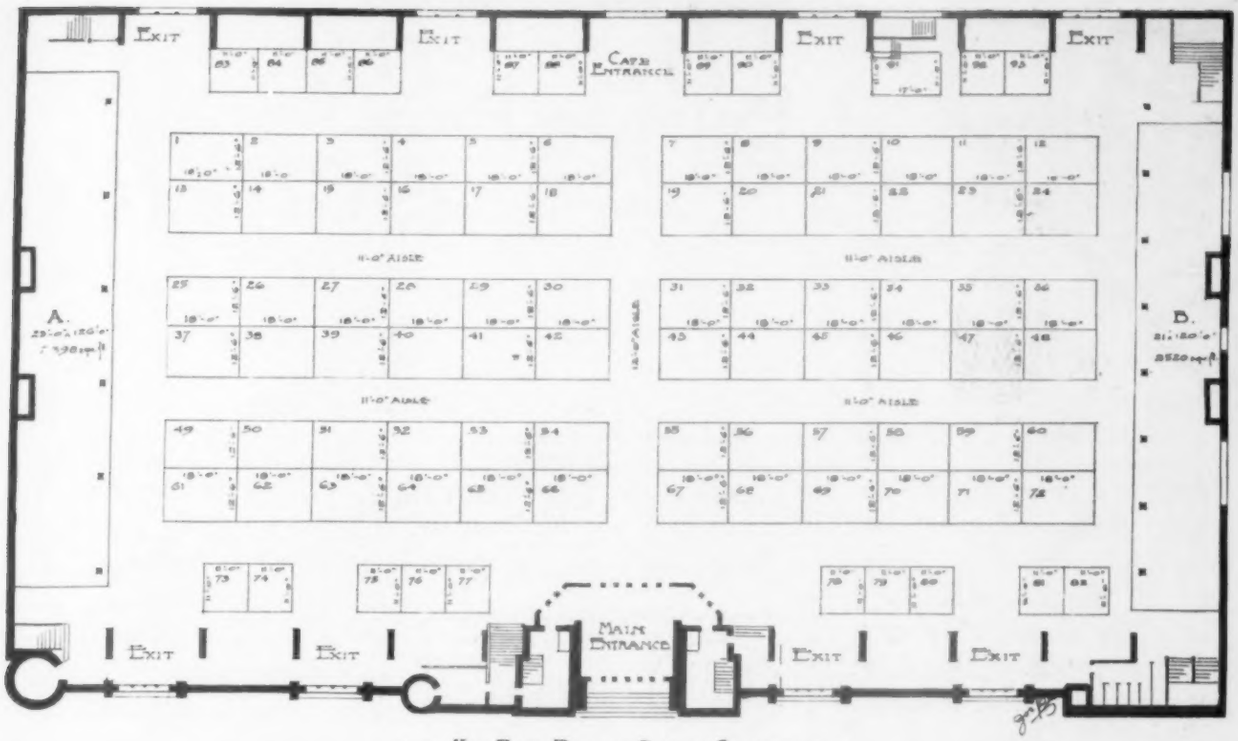
They are made in a variety of artistic models in sizes weighing from one to twenty-four pounds.

For sale by best dealers everywhere. Supplied by Leading Jobbers.

Catalogue on request.

PELOUZE MANUFACTURING COMPANY

232-242 E. Ohio Street **CHICAGO, ILL.**



Main Floor Plan of Chicago Coliseum

MUSICAL PROGRAM

CHICAGO BUSINESS SHOW, SEPT. 18 TO 23, 1916

DEPEW'S ORCHESTRA :: :: :: :: :: **O. J. MARGULIES, Conductor**

MONDAY, SEPTEMBER 18.

Afternoon.

1. March—Banner of Victory ..... Von Blon
2. Overture—Light Cavalry ..... Suppe
3. Gavotte—Air, Louis XVI ..... Glys
4. Waltz—Sunnyland ..... E. M. Rosner
5. Selection Popular Airs ..... Snyder
6. American Patrol ..... Tobani
7. A Perfect Day ..... Carrie J. Bond
8. March—The Whip ..... Holzman

Evening.

9. March—Our Commodore ..... Eisler
10. Overture—William Tell ..... Rossini
11. Waltz—Vienna Beauties ..... Zierer
12. Opera Mirror ..... Tobani
13. Cavalry Charge ..... Luders
14. Selection—Sweethearts ..... Herbert
15. Memories ..... Van Alstyne
16. March—That Midnight Frolic of Mine .....

TUESDAY, SEPTEMBER 19.

Afternoon.

1. March—Under the Double Eagle ..... Wagner
2. Overture—Jolly Robbers ..... Suppe
3. Yaaka Hula Hickey Dula ..... Wendling
4. Waltz—Tales of the Vienna Woods ..... Strauss
5. Selection—La Bohème ..... Puccini
6. Sounds from the Sunny South ..... Becker
7. Intermezzo—Tales of Hoffman ..... Offenbach
8. Fox Trot—Chin Chin ..... Seymore Braun

Evening.

9. March—American Republic ..... Thiele
10. Overture—Orpheus ..... Offenbach
11. Humoresque ..... Dvorak
12. Waltz—Blue Danube ..... Strauss
13. Selection—Blue Paradise ..... Romberg
14. Two Hungarian Dances ..... Moszkowski
15. The Hunting Scene ..... Heve
16. Underneath the Stars ..... Remick

WEDNESDAY, SEPTEMBER 20.

Afternoon.

1. March of the Eagles ..... Howard
2. Overture—Hungarian Lustspiel .....
3. If I Knock the L Out of Kelly ..... Keler-Beler
4. Waltz—Roses of the South ..... Strauss
5. Selection—Martha ..... Flotow
6. Norwegian Dance ..... Grieg
7. Down South ..... Middletown
8. March—Gate City ..... Weldon

Evening.

9. March—Stars and Stripes ..... Sousa
10. Overture—Zampa ..... Harold
11. Mighty Lak' a Rose ..... Nevin
12. Ballet Egyptiene ..... Luigini
13. So Long Letty .....
14. Selection—Lucia ..... Donizetti
15. Southern Patrol—Comique .....
16. March—National Emblem ..... Von Blon

THURSDAY, SEPTEMBER 21.

Afternoon.

1. Our Favorite Regiment ..... Von Blon
2. Overture—Mignon ..... Thomas
3. I Love a Piano ..... Irving Berlin
4. Selection—Katinka ..... Friml
5. Serenade ..... Schubert
6. Waltz—Danube Waves .....
7. The Jolly Coppersmith .....
8. Walking the Dog .....

Evening.

9. March—Gems of Ireland .....
10. Overture—Poet and Peasant ..... Suppe
11. The First Heart Throbs ..... Erienberg
12. Waltz—Near Thee ..... Waldteufel
13. Selection—Bohemian Girl ..... Balfe
14. Mill in the Forest ..... Erienberg
15. Hungarian Fantasia ..... Tobani
16. The Whole World Loves a Lover .....

FRIDAY, SEPTEMBER 22.

Afternoon.

1. Semper Fidelis ..... Sousa
2. Overture—Morning, Noon and Night ..... Suppe
3. Evening Star (from Tannhauser) ..... Wagner
4. Selection—Madam Butterfly ..... Puccini
5. The Hunting Scene ..... Brown
6. Yaaka Hula Hickey Dula ..... Wendling
7. Pompom—Selection .....
8. Remick's Popular Airs.

Evening.

9. March—Aida ..... Verdi
10. Overture—William Tell ..... Rossini
11. Waltz—The Waltz I Love .....
12. A Little Love and a Little Kiss ..... Siuasui
13. Selection—Sari ..... Kalman
14. The Turkish Patrol .....
15. Badinage ..... Herbert
16. Austrian Army March .....

SATURDAY, SEPTEMBER 23.

Afternoon.

1. March—Pomp and Circumstance ..... Elgar
2. Overture—Martha ..... Flotow
3. Henry VIII Dances ..... German
4. Waltz—Thousand and One Night ..... Strauss
5. Sextette from Lucia ..... Donizetti
6. Selection—Sweethearts ..... Herbert
7. Cavalry Charge ..... Luders
8. Underneath the Stars .....

Evening.

9. La Belle France .....
10. Overture—Raymond ..... Thomas
11. Humoresque ..... Dvorak
12. Waltz—Golden Shower ..... Waldteufel
13. Metropolitan Echoes .....
14. Grand American Fantasia .....
15. Slavonic Dances ..... Dvorak
16. Home, Sweet Home .....

The Spirit of Service

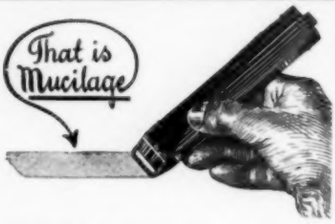
*In commercial life, as in the everyday life of the individual, it is the **spirit** that actuates us that determines what our success and progress and standing in the community shall be.*

This fact is so evident, and so well known, that we hardly need mention it, but we put the thought into words so we might express our appreciation for the spirit of good will and co-operation that we have experienced in the relation of the Trade to us and our business.

There is a genuine Spirit of Service in the heart of this business. Of course our goods have merit. No amount of service, and of effort, would have put them where they are, without merit. But is it not also true, that without a Spirit of Service back of the goods, they would not have been so well received?

This service means more than simply filling your orders with reasonable promptness. It means a genuine desire to tote fair with you at every step of the way. We want you to have, from us, the kind of goods, service and satisfaction that you were expecting when you placed your order with us. Our constant effort is to take care of our customers, whether large or small—to see that they are satisfied—to be sure, not only that they get the goods they asked for, but that those goods give satisfaction.

*The Sengbusch Self-Closing Inkstand is so well known that we do not need to explain its merits here. It came on the market to fill a real need—not merely to **find** a place where it could be sold, but to **fill** a place that was waiting for it. How well it succeeded is a matter of history. It has become the standard of efficiency in the inkstand field.*



THE B&S MUCILAGE APPLIER

This is really a remarkable invention. It is made of hard rubber, and is designed to hold mucilage of just the right consistency, so that it will be ready for instant use when wanted, and so that it can be easily applied to any surface, large or small.

It is a success. It does what it is designed to do, and it does it well. Like any new article designed to do a new kind of work, it must be understood, and one must know how to use it, if the best results are to be secured.

The Spirit of Service that actuates us in our business directs that we shall not only tell everyone to whom we sell this time saver and labor saver just how to use it, but we shall, so far as possible, tell his customers how to use it. The Spirit of Service that actuates every successful dealer teaches him that he must do the same thing, especially with so unique an article as the B&S Mucilage Applier.

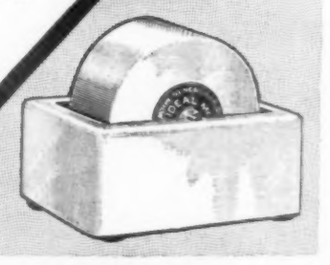
If you have none of these in your stock, get some, by all means. Learn how to use the Applier. Then show your clerks, and your friends, and your customers. The novelty of the article, the convenience of having fresh mucilage always at hand, ready to be used without gumming up everything in sight, will make you many customers and friends, if you push this little article to the front. It's worth while. It's doing a service to every one you make acquainted with it. Let your own Spirit of Service prompt you to remember this, when you get back to your store.

Then came the B&S Mucilage Applier, which we mention more fully elsewhere on this page. It also has its place, and will no doubt be found filling that place, completely, in due season.

The Ideal Sanitary Moistener, the last item added to our line, is not new. But that it measures fully up to the standards which we have set for our business is assured, or we would not have taken it on.

Our Spirit of Service is behind anything that we sell. That Spirit of Service has as its great aim the satisfaction of our customers. We want everyone who buys from us to feel that we are not through with him as soon as his bill is paid. Whether he buys one or a thousand, we want him to rest assured that we are back of the goods—always. Our goods are made and sold to give service. If they don't help the dealer to make money, they are not giving that service, in the full sense that we feel it. And so we are always ready to do our part—perhaps a little more—in helping the dealer to realize a profit on whatever we sell him.

Our catalogs, circulars, mailing cards, window cards, store hangers, etc., are all designed in this Spirit of Service. If you don't take advantage of them, you are missing some of the things your money has paid for.



Sengbusch Self-Closing Inkstand Co.

401 Stroh Building, Milwaukee, Wis., U. S. A.

CONTESTS AND SPECIAL EVENTS

Monday, September 18, is Commercial Students Day. On this day a special effort will be made to bring in all the commercial students possible and to give them clear and interesting demonstrations of the various devices which can be used in their business career.

Tuesday, September 19, is Municipal Day. City officials and department heads of Chicago and surrounding cities are especially invited on this day.

Wednesday, September 20, is Executives' Day. Special tickets have been distributed for this day and those presenting them will receive the individual attention of exhibitors between the hours of 1 p. m. and 6 p. m.

Thursday, September 21, is Out-of-Town Merchants' Day. Visitors from outside of Chicago are especially invited to attend the show on this day. Special efforts have been made to bring the show to the attention of merchants in surrounding towns.

Friday, September 22, is again Executives' Day, the same as Wednesday.

The typewriter contests will be held on Monday evening, beginning at 5 p. m. These are the sem.-final contests for the world's typewriter championship. The Novice contest will last for 15 minutes, the Amateur contest for 30 minutes, and the Professional contest, 60 minutes. All contests will start simultaneously. Typewriter speed operators of national fame will be present and will take part in these contests as well as local people who desire to compete.

The Dictaphone Typewriting Speed contest, open to all Dictaphone operators in Chicago, will be held Tuesday evening. Three prizes will be awarded.

ALPHABETICAL LIST OF EXHIBITORS

	Booth Nos.
A	
Addressograph Company	29, 41
Amberg File & Index Company	20, 21
American Multigraph Sales Company	36
American Vulcanized Fibre Company	91
Automatic File & Index Company	38
Automatic Pencil Sharpener Company	78
B	
Barnes & Bros., Edwin C.	39, 42
Berger Manufacturing Company	25, 26, 37, 38
Bristow, Frederick	69
Burroughs Adding Machine Company	53, 54-65, 66
Byrne Publishing Company	91
C	
Chicago Herald	35
Columbia Graphophone Company	32, 44
D	
Dalton Adding Machine Company	69
Dick Company, A. B.	19
Dictaphone, The	32, 44
Duplicator Manufacturing Company	27
E	
Edison Dictating Machine Company	30, 42
Elliott Addressing Machine Company	48
Elliott-Fisher Company	31, 43
Ellis Adding-Typewriter Company	24
Emboso Sales Company	71
Eversharp Pencil Company	25, 26, 37, 38
F	
Felt & Tarrant Manufacturing Company	17, 18
Flexifile Sales Company	90
G	
Gregg School	81, 82
I	
Index Visible, Inc.	64
International Money Machine Company	49, 61
K	
Kalamazoo Loose Leaf Binder Company	40
Kohlhaas Company, The	77
L	
Library Bureau	50, 51, 52
M	
McKay & Co., W. L.	6
Modern Methods Magazine	9
Monroe Calculating Machine Company	57
Multicolor Sales Company	1, 13
N	
Noiseless Typewriter Company	16
O	
Office Appliances	4, 5
Oliver Typewriter Company	2, 3, 14, 15
P	
Pelouze Manufacturing Company	25, 26, 37, 38
Postamper Company, The	89
R	
Rebuilt Typewriter Company	59
Remington Typewriter Company	North end of Hall
Royal Typewriter Company	55, 56, 67, 68
S	
Safe-Cabinet Company	47
Shaw Company, A. W.	58
Shortwriter Company	72
Smith Bros. Typewriter Company, L. C.	33, 34, 45, 46
Stenotype Company	12
Stevens, Maloney & Co.	25, 26, 37, 38
Sundstrand Adding Machine Company	39
System Magazine	58
T	
Telautograph Corporation	79
Todd Protectograph Company	28
U	
Underwood Typewriter Company	South end of Hall

CLASSIFIED LIST OF EXHIBITORS

	Booth Nos.
Adding and Calculating Machines.	
Burroughs Adding Machine Company	53, 54-65, 66
Dalton Adding Machine Company	69
Felt & Tarrant Manufacturing Company	17, 18
International Money Machine Company	49, 61
Monroe Calculating Machine Company	57
Remington Typewriter Company	North end of Hall
Sundstrand Adding Machine Company	39
Todd Protectograph Company	28
Underwood Typewriter Company	South end of Hall
Adding Typewriters and Typewriter-Adding Machines.	
Ellis Adding Typewriter Company	24
Remington Typewriter Company	North end of Hall
Underwood Typewriter Company	South end of Hall
Addressing Machines.	
Addressograph Company	29, 41
Elliott Addressing Machine Company	48
Check Protecting Devices, Alone or in Connection with Other Machines.	
Oliver Typewriter Company	2, 3, 14, 15
Remington Typewriter Company	North end of Hall
Royal Typewriter Company	55, 56-57, 68
Underwood Typewriter Company	South end of Hall
Check Sorters.	
Kohlhaas Company, The	77
Duplicating Devices.	
American Multigraph Sales Company	36
Dick Company, A. B.	19
Duplicator Manufacturing Company	27
Multicolor Sales Company	1, 13
Educational Institutions.	
Gregg School	81, 82
Embossing and Engraving.	
Emboso Sales Company	71
Filing Devices.	
Amberg File & Index Company	20, 21
Automatic File & Index Company	38
Bristow, Frederick	69
Flexifile Sales Company	90
Index Visible, Inc.	64
Folding Machines.	
American Multigraph Sales Company	36
Loose Leaf Devices.	
Kalamazoo Loose Leaf Binder Company	40
Machines and Systems for Taking Dictation.	
Barnes, Edwin C. & Bros.	39, 42
Byrne Publishing Company	91
Columbia Graphophone Company	32, 44
Dictaphone, The	32, 44
Edison, Inc., Thos. A.	30, 42
Gregg School	81, 82
Shortwriter Company	72
Stenotype Company	12
Mailing Machines.	
McKay, W. L., & Co.	6
Newspapers.	
Chicago Herald	35
Office Furniture.	
Amberg File & Index Company	20, 21
Automatic File & Index Company	25, 26, 37, 38
Berger Manufacturing Company	25, 26, 37, 38
Flexifile Sales Company	90
Library Bureau	50, 51, 52
Safe-Cabinet Company	47
Stevens, Maloney & Co.	25, 26-37, 38
Office Telephones.	
Telautograph Corporation	79
Pay Roll Machines.	
International Money Machine Company	49, 61
Pencil Sharpeners.	
Automatic Pencil Sharpener Company	78
Pencils.	
Eversharp Pencil Company	25, 26, 37, 38
Stevens, Maloney & Co.	25, 26-37, 38
Publications.	
Byrne Publishing Company	91
Factory	58
Gregg Publishing Company	81, 82
Modern Methods Magazine	9
Office Appliances	4, 5
Shaw Company, A. W.	58
System	58
Stamp Affixers.	
Postamper Company, The	89
Typewriters.	
Elliott-Fisher Company	31, 43
Ellis Adding-Typewriter Company	24
Noiseless Typewriter Company	16
Oliver Typewriter Company	2, 3-14, 15
Rebuilt Typewriter Company	59
Remington Typewriter Company	North end of Hall
Royal Typewriter Company	55, 56-67, 68
Smith & Bros. Typewriter Co., L. C.	33, 34-37, 38
Underwood Typewriter Company	South end of Hall
Waste Baskets.	
American Vulcanized Fibre Company	91

Meilicke Sight Systems

Will pay for themselves many times over right in your Business; users everywhere say they are exceedingly efficient, possess many desired new features and none of the objectionable ones common with other systems.

The Meilicke Dictaform

Stop Wasting Dictating Time!

Stop repeating over and over in your letters the same arguments and phrases. Such repetition means valuable time wasted. Write your letters the DICTAFORM way and every letter will be answered as if written when your mind was clearest. Surprisingly few letters require special dictation. The DICTAFORM enables you to build a letter-writing system to fit your own business. It makes it unnecessary for you to go through 95% straw to find the argument or phrase you are looking for. It saves dictating time—and gives you stronger, more forcible letters.

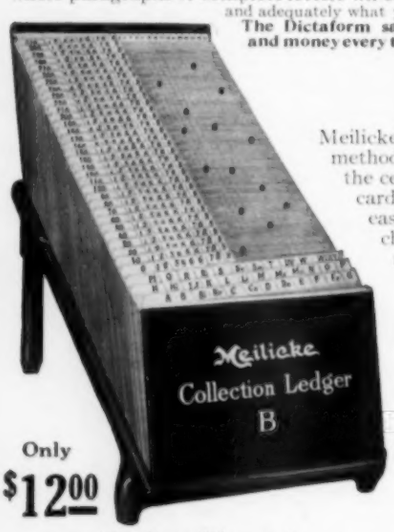
Showing Patented Hinged Card Feature.

Only **$12.00**

Note These Features

Loose leaf, hinged cards, that tip into perfect reading position. Leaves locked in so they are always in place. Changes can be made as often as you like, for you merely attach data to the card body. Headings on index cards can be changed to suit your requirements. No carbon copies necessary—number notations on incoming letters answer this purpose. You answer your mail when you please and alone, simply indicating by character signs, whole paragraphs or complete letters which tell forcibly and adequately what you wish to say.

The Dictaform saves you time and money every time you use it.



Only **$12.00**

Collect More Money

Meilicke Collection Ledger has the best features of both loose leaf and fixed leaf methods. Each card is hinged and securely held in frame by a rod running through the center. A quarter turn of the rod enables easy removal and replacement of any card at any time. The cloth hinge enables you to move the cards back and forth easily for quick reference. Cards need only to be tipped to make entries—no chance to misplace or lose cards as is common with other systems. No waste motions—every move counts—every card always in place when wanted—lasts a lifetime.

Combination Ledger and Collection System

It is vitally important to your business to know what collections shall be made today—tomorrow—and on days ahead. Here is the system which makes it impossible to miss these dates—which flags your attention automatically.

The Meilicke Call Ledger insures your collection department against errors. Loose leaf—yet permanent—**every tab always in sight.** No other system gives you such a ready, steady rein on your business.

Dealers Wanted

Thousands of business dealers are finding Meilicke Systems quick and profitable sellers. Write for our proposition.

Write for Free Trial Offer

Send for descriptive circulars on all Meilicke Sight Systems, and details of our free trial offer. Meilicke Sight Systems are so radically different—so essentially practical—that we are willing to place th m on a "make good" basis. Simply write for facts.

Meilicke Active Phone List $1

Here's the device that will double the efficiency of your telephone Makes it unnecessary to flounder through a huge directory—to worry about scratch paper.

Solves the Phone List Problem

Puts every name—every number right before you—has a full alphabetical index. 99% of your calls can be listed in a Meilicke Active Phone List. Think of the telephoning time that can be saved. Cards are loose leaf and will hold 440 names, exchanges and phone numbers. Tens of thousands sold this year.

Made in three styles, detachable as illustrated, desk style and wall phone style.

Snaps on Phone

Detachable Style

MEILICKE CALCULATOR COMPANY

Makers of time and money-saving office devices

352 N. Clark Street **Chicago, Illinois**

If Our Phone Lists are not handled by your Dealer send One Dollar and we'll mail you Postpaid, either.

THE EXHIBITS

ADDRESSOGRAPH COMPANY, 901 West Van Buren Street, Chicago, Ill., Booths Nos. 29, 41.

Here are exhibited three models of Hand Addressographs: No. 1 at $27, No. 2 at $37.50, No. 3 at $50, and the Tag Addressograph, both for printing separate tags and tags in gangs. Among the larger Addressograps shown are the Foot-Lever machine, electrics and automatics. The new F-1 Rotary Platen, Ribbon Addressograph, the Payroll Addressograph, the Automatic Wrapper Addressograph, the Strip Lister machine for publishers, as well as a complete line of Graphotypes for embossing addresses on metal plates are also exhibited.

C. D. Worthington, sales manager, is in charge of the booth, assisted by Frank H. Jordon, W. A. Wike, J. L. Harrington, W. F. Strutz, A. C. Stanfield, S. Harmon, and others.

AMBERG FILE & INDEX COMPANY, 1400 Fulton Street, Chicago, Ill., Booths Nos. 20, 21.

Here is shown the complete Amberg line of steel and wood vertical filing cabinets and a great variety of indexing for vertical filing.

The exhibit is in charge of T. F. Birmingham, assisted by the local sales force.

AMERICAN MULTIGRAPH SALES COMPANY, Lytton Bldg., Chicago, Ill., Booth No. 36.

Here is shown a complete line of the Multigraph machines for office printing, circular letter work, etc., also folding machines, including letter folders and the Universal folding machine for more difficult and pretentious work.

J. H. Jarrett, manager of the Chicago office, is in charge, assisted by service men and salesmen. L. W. Jared, general sales manager of the American Multigraph Sales Company, will be present during the week.

AMERICAN VULCANIZED FIBRE CO., 600 West Lake Street, Chicago, Ill., Booth No. 91.

Here are exhibited the Vul-Cot waste baskets in various shapes and sizes, also the Vul-Cot sanitary white enamel waste basket.

William Maxwell, district sales manager, is in charge of the exhibit, assisted by H. P. Weldon.

AUTOMATIC FILE & INDEX COMPANY, THE, Green Bay, Wis., Booth No. 38.

On exhibit at this booth are the new Automatic and Afico Wood-Steel lines, including sectional and upright filing cabinets, filing desks, desk files, etc.

C. W. Strauble is in charge of the exhibit, assisted by Stevens, Maloney & Co., Chicago agents for the Automatic File & Index Company.

AUTOMATIC PENCIL SHARPENER COMPANY, 1310 Garland Building, Chicago, Ill., North half of Booth No. 78.

Here is shown a full line of pencil sharpeners in the following different models ranging in price from $1 to $7.50—the popular Chicago Dollar pencil sharpener, Chicago Giant model, the Junior, the Wizard, the Dexter, the Dandy automatic feed, the Ideal automatic feed and the Climax No. 2.

R. E. Duplessis is in charge of this exhibit assisted by several salesmen and others. E. C. Loomis, president of the company, and R. M. Decker, sales manager, will be present during the show.

BERGER MANUFACTURING COMPANY, Canton, Ohio. (See Stevens, Maloney & Co.)

BRISTOW, FREDERICK, 54 Lawrence Street, Newark, N. J., Booth No. 69.

Here is shown the Bristow Radial Distributor, an efficient device for the distribution and classification of daily correspondence. This device enables the business man to clear his desk of accumulated correspondence and place it in such condition as to be readily taken care of by the filing clerk.

BURROUGHS ADDING MACHINE COMPANY, 140 South Dearborn Street, Chicago, Ill., Booths Nos. 53, 54; 65, 66.

Here is shown a complete line of Burroughs bookkeeping machines, including the regular adding and listing machines, commercial and bank ledger posting and statement machines, gas billing machines, pay envelope machines, and machines developed for special classes of work, including several things which are new and highly interesting in the field of mechanical accounting.

J. F. Gillen, manager of the Chicago office, will be in charge, assisted by salesmen from the local office.

BYRNE PUBLISHING COMPANY, 27 East Monroe Street, Chicago, Ill., Booth No. 91.

Here the art of Steno-typewriting is exhibited. This must not be confounded with the Stenotype machine. Steno-typewriting uses the regular typewriter for the taking of dictation by means of a predetermined arrangement of letters, or what may be called a shortened method of longhand writing. Demonstrations are made on various standard makes of typewriters. The company expects to demonstrate the practicability of Steno-typewriting dictation over the telephone. The system is efficient and has been used with good results even in court rooms for the taking of testimony.

The names of those in charge and in attendance at this booth are: H. E. Byrne, president, E. F. Darnaby, E. Tebeau, J. B. Monroe, B. K. Quinn and Bessie Davidson.

CHICAGO HERALD, Chicago, Ill., Booth No. 35.

This booth is equipped with the usual paraphernalia for the transaction of work done by a newspaper. In addition a Telautograph is installed in the booth which is connected directly with the editorial rooms of the Chicago Herald and will throw on the screen the latest news of the day, baseball news, cartoons by celebrated cartoonists such as De Beck, Charles Ogden, and others.

The booth is in charge of Edward P. Critcher, department manager of the industrial department of the Chicago Herald; Victor B. Baer, local advertising manager; J. R. Harrison, manager advertising service department; George F. Hartford, manager foreign advertising department, and J. B. Hebner of the publisher's office

DALTON ADDING MACHINE CO., THE, 701-3 Peoples Gas Bldg., Chicago, Ill., Booth No. 60.

Here is exhibited a very complete line of Dalton adding, listing and calculating machines.

The booth is in charge of W. I. Currie, sales agent, assisted by P. N. Sea, J. M. Murray, S. P. Child, I. T. Hedges, A. R. Wehrheim and Miss Davidson.

DICK COMPANY, A. B., 730 West Jackson Boulevard, Chicago, Ill., Booth No. 19.

This company, who are manufacturers of the Edison-Dick line of duplicating devices, are exhibiting recent models of Edison-Dick Mimeographs, including hand feed and automatic feed features on hand power and motor driven machines. The new Edison-Dick Mimeoscope, an auxiliary device for the production of all manner of autographic stencils for printing on the Mimeograph, is shown, together with a considerable display of the many kinds of work produced by the Mimeoscope process. The Edison-Dick Formograph is also shown here.

The booth will be in charge of the Chicago sales department.

DICTAPHONE, THE, 12 North Michigan Avenue, Chicago, Ill., Booths Nos. 32, 34.

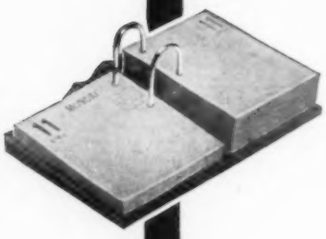
This booth is arranged so as to accommodate several demonstration stations and a transcribing bureau, constantly at work, giving business men a correct idea of the working out of the Dictaphone system. All of the latest models of the Dictaphone are displayed.

On Tuesday evening there will be a Dictaphone-typewriting speed contest, which is open to all Dictaphone operators in Chicago. There will be three prizes awarded.

A. McGrew, manager, is in charge of the exhibit, assisted by the entire staff of the Chicago office and by special demonstrators during the evening.

The House of Tatum

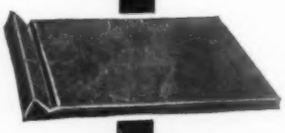
Established 1859



LOOSE LEAF DEVICES
STATIONERS' SPECIALTIES
POWER PAPER DRILLS
Paper Punches and Perforators

Our goods are known throughout the world and for 57 years have maintained a uniform standard of quality. We manufacture a complete line of

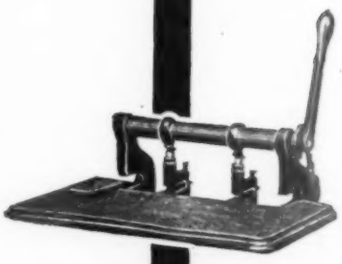
Loose Leaf Ledgers	Copying Presses
Post Binders	Copying Appliances
Sheets and Indexes	Ink Stands
Price Books	Paper Weights
Photo Albums	Stick Files
Magazine Binders	Catalogue Racks
Loose Leaf Metals	Stationers' Glassware
Twine Boxes	Wire Letter Trays
Mail Boxes	Wire Waste Baskets
Dumb Bells - Quoits	Broom Racks



Paper Punches operated by hand, foot, steam or electricity, Paper Perforators, Single and Multiple Spindle Paper Drills, Indexing and Tab-Cutting outfits and other up-to-date equipment.

Our long experience in oversea shipping insures careful attention to Export orders.

Catalogues on request



The Sam'l C. Tatum Co.

Main Office and Factory
Cincinnati, Ohio,
U. S. A.

New York Office
54-60
Lafayette Street

Makers of "The Line of True Merit"

DUPLICATOR MANUFACTURING COMPANY, THE, 530 South Dearborn Street, Chicago, Ill., Booth No. 27.

Here are exhibited the regular models of the Commercial duplicator together with supplies for this machine. The "Commercial" is suited to a large variety of purposes where from 75 to 100 legible copies of a writing are required quickly. One of the features of this exhibit is a new machine called the "Copy-Cat," working on principles similar to those of the other models of the Commercial Duplicator, but intended for users who require a duplicator for a comparatively limited volume of work. Quickness and ease of operation, accuracy and perfect registration characterize this as well as all other models of the Commercial Duplicator.

The exhibit is in charge of F. J. Buckowitz, sales manager of the company, assisted by a corps of city salesmen. G. H. Abbott, secretary of the company, and J. J. Flanagan of the factory will also be present from time to time during the week.

EDISON DICTATING MACHINE, 72 West Adams Street, Chicago, Ill., Booths Nos. 30, 42.

A complete line of Edison dictating appliances, including the Edison Dictating machine, Edison Transophone and Edison Telescribe is here shown. There have been many important improvements in all of these devices, all of which are demonstrated.

The booth is in charge of Nelson C. Durand, vice-president, Thos. A. Edison, Inc., Orange, N. J., and Edwin C. Barnes, of Edwin C. Barnes & Bros., Chicago. The entire Chicago sales organization will be present, including J. D. Pahlman, sales manager; O. C. Dentzer, A. H. Fulton, K. H. Kammerer, P. L. Gibson, E. C. Borgum and Willard Krohn.

ELLIOTT COMPANY, THE, 259 Monadnock Block, Chicago, Ill., Booth No. 48.

Regular models of office addressing machines are demonstrated here, particularly the little hand addresser which is primarily the cause for the factory being at present over six weeks behind on deliveries.

The exhibit is in charge of John Glover, assisted by C. L. Cronan, H. C. Becker and J. C. Cossmann.

ELLIOTT-FISHER COMPANY, Harrisburg, Pa., Booths Nos. 31, 43.

Here is exhibited the latest thing in bookkeeping machinery. There is a bookkeeping machine to take care of the requirements of retail stores, large or small; a bookkeeping machine for the wholesaler; a bookkeeping machine for the manufacturer; a bookkeeping machine to do bank bookkeeping the way banks want their books kept; a bookkeeping machine for gas, electric, water and other public service corporations. In addition to the display of bookkeeping machines there are machines showing the modern way of entering orders, billing, etc.

The exhibit is in general charge of R. B. Buswell, vice-president of the company, Chicago; C. H. Hunter, assistant general manager, Harrisburg, Pa., and C. J. Bryant, field manager, Chicago, who will be assisted by special representatives from the general office of the company and the Chicago field sales force.

ELLIS ADDING-TYPEWRITER COMPANY, 72 West Adams Street, Chicago, Ill., Booth No. 24.

Here is shown a full line of typewriter adding machines as applied to ledger and statement posting, billing, transit letters, etc. The ledger posting exhibit is particularly interesting, covering as it does, duplicate or separate statement and ledger posting with a folder, card or loose leaf system as desired. The display of forms adopted by many users of Ellis machines is an interesting feature. Adding machines, both single and duplex are shown, with special features, such as automatic return tabulating carriage, tally roll device, etc.

J. W. Lamphier is in charge of the exhibit, assisted by Roy D. Firman and a staff of demonstrators. D. W. R. MacDonald, president of the company, will be present some time during the week.

EMBOSO SALES COMPANY, Riggs Building, Washington, D. C., Booth No. 71.

Here is demonstrated the Emboso process, a thermo-chemical method of producing relief printing in embossed and engraved effects in black, colors and gold from ordinary type and cuts, without the use of dies or special plates.

The booth is in charge of Montague Fassett.

EVERSHARP PENCIL COMPANY, Peoples Gas Building, Chicago, Ill. (See Stevens, Maloney & Co.)

FELT & TARRANT MANUFACTURING COMPANY, 1713 North Paulina Street, Chicago, Ill., Booths Nos. 17, 18.

Evidence of the time and labor saving qualities of the Comptometer machine on ledger and trial balance additions, extensions of billing, payroll and inventory, the divisions of percentage and prorating, and the easy and rapid method of subtraction, are here shown by practical demonstrations of everyday work. A feature of particular interest in this year's exhibit is the new Model F controlled-key Comptometer.

The Comptometer exhibit is in charge of W. D. Lawrence, assisted by R. E. Boat, H. L. Carlson, W. F. Clark, W. A. Drynan, C. J. Ellis, A. C. Ferdinandson, O. F. Hammer, W. J. Herman, A. L. Jones, E. Nelson, E. A. Sheffield, H. B. Wolff, P. Zepherin, and the Misses Margaret G. Barrett, Catherine I. Fettel, Ada Mercer and Constance Wheeler.

FLEXIFILE SALES COMPANY, 327 South La Salle Street, Chicago, Ill., Booth No. 90.

This exhibit consists of the FlexiFile filing system, which eliminates the necessity of using the follower block in the files.

W. W. Parsons, president, FlexiFile Distributing Company of Illinois, E. J. Black, western representative of the Melton-Rhodes Company, and Frank P. Read, president of the FlexiFile Sales Company, are in attendance at this booth.

GREGG SCHOOL, 6 North Michigan Avenue, Chicago, Ill., Booths Nos. 81, 82.

The Gregg School here demonstrates the advantages of Gregg shorthand and exhibits work of its students and an up-to-date line of textbooks for use in commercial schools. Speed demonstrations by expert writers of the system are also given. A very interesting feature is that of taking dictation in foreign languages from people in the audience and the writer reading it back.

The exhibit is in charge of Henry J. Holm, manager of Gregg School, assisted by W. D. Wigent and D. C. Brown.

INDEX VISIBLE, INC., 72 West Adams Street, Chicago, Ill., Booth No. 64.

Here is shown the Index Visible, a complete and convenient visible card indexing system for the handling of various matters for which drawer filing is commonly used.

W. E. Burr is in charge of this exhibit with a corps of assistants.

INTERNATIONAL MONEY MACHINE COMPANY, Terre Haute, Ind., and Reading, Pa., Booths Nos. 49, 61.

At this booth are shown a number of pay roll scheduling, adding and listing machines, and adding and listing machines—three distinct machines.

The exhibit is in charge of C. B. Munson, sales manager, and Arthur Haynes, distributor of International products in Chicago.

KALAMAZOO LOOSE LEAF BINDER CO., Kalamazoo, Mich., Booth No. 40.

Here is shown the complete line of loose leaf equipment manufactured by this concern, including Kalamazoo current binders in full pig skin, Russia and corduroy, pig and corduroy and full canvas bindings; Style "C" system complete; Kalamazet binders bound in full pig skin, full black seal grain leather and full canvas; Style "B" binders, both flexible and stiff cover, closed and open back, adjustable and fixed capacity in various bindings as above. Style "A" binders are also exhibited in several bindings.

The exhibit is in charge of Charles E. Wigginton, assisted by Harry G. North and Leroy St. John.

KOHLHAAS COMPANY, THE, 31 West Lake Street, Chicago, Ill., Booth No. 77.

The Kohlhaas exhibit embraces: Kohlhaas portable

Banks and Commercial Concerns Benefited

by vast advances made in accounting devices

Style "C" System Ready for Posting

Following are a few of the many exclusive features:

1. **Practically unlimited expansion.**
2. **Accounts located easily.**
3. **Absolute freedom in handling sheets.**
4. **Offsetting of sheets most rapid and positive.**
5. **Perfect alignment of sheets.**
6. **Absolute security of sheets in binder.**
7. **Unequalled for use with any Bookkeeping or Posting Machine.**

Kalamazoo
Loose Leaf Devices

The tremendous advance made in Accounting Devices by the Kalamazoo Loose Leaf Binder Co. has saved many concerns much time and money. As improvements in accounting have developed we have consistently constructed specific devices to meet the requirement. **The result is the complete KALAMAZOO LINE** represented by Kalamazoo Current and Transfer Binders, Light Record Binders for miscellaneous purposes, Unit Posting System for use with Machine Accounting and the latest and most wonderful development of the age, the Style "C" System. All of these devices and their wonderful application will be on display at both the Chicago and New York Business Shows with competent men in charge. You will be greatly benefited by demonstration. Our representative in your locality will also be glad to demonstrate our devices to you.

Admittedly the producers of the highest grade ruled and printed sheets in the world.

Sales Offices Everywhere

KALAMAZOO LOOSE LEAF BINDER CO.

EXECUTIVE OFFICES:

KALAMAZOO **MICHIGAN**

and section sight systems, a complete line of special bankers' note cases attached to Kohlhaas holder, pen extractors, and the following articles in 4x6 and 3x5 sizes—check sorters, petty ledgers, desk reminders, signature files, telephone directory, recipe file, pay-envelope holder, currency holder, bank deposit slip, dental systems and physicians' systems.

The exhibit is in charge of F. J. Kohlhaas, president, who will devote his entire time to dealers, an M. A. Thometz, secretary and manager, who will have charge of publicity and information. J. J. Kelly, E. W. Selden, F. E. Bartell and J. D. Nicklas, will also be in attendance.

MONROE CALCULATING MACHINE COMPANY, 330 West Monroe Street, Chicago, Ill., Booth No. 57.

This exhibit consists of the latest type of Monroe calculating machines. Demonstrations showing the application of the Monroe machine to the various kinds of businesses are given by competent demonstrators The adaptability of the Monroe machine to all kinds of accounting whether it involves addition, subtraction, multiplication or division, or any combination of these operations is explained.

Henry H. Doty, central division manager, is in charge of the booth, assisted by Mrs. Grace H. Anderson, Miss Alta McMahon an Miss Elaine Knost.

MULTICOLOR SALES COMPANY, 532 McCormick Building, Chicago, Ill., Booths Nos. 1, 13.

Exhibiting the Multicolor Press, an office printing and duplicating machine which prints either from ribbons or direct from ink in one to three colors in one operation. In order that the Multicolor Press may be seen in action constantly the company has arranged to print off actual work for users during the show. A complete line of printing from office forms to half tones is shown. Form letters using both shifting and stationary ribbons, showing complete letters consisting of letterhead, letter and signature in three colors, at one impression is among the features demonstrated.

The exhibit is in charge of E. G. Ryan and J. E. Quinn, members of the company. L. D. Camps, general sales manager of the Lisenby Manufacturing Company, manufacturers of the Multicolor Press, will be present during a part of the show. Assisting at the exhibit are A. B. Weyer, A. G. Houston, J. F. Feightner, W. T. Mertz and N. James.

McKAY & CO., W. L., 107 North Market Street, Chicago, Ill., Booth No. 6.

Here is exhibited the Multipost line of mailing devices, the O. K. Letter Opener and the Reynolds sealing machine, also the Eclipse Pneumatic Inkwell and ink tablets.

W. L. McKay and Arthur Georgeson are in charge of the exhibit.

MODERN METHODS PUBLISHING COMPANY, Detroit, Mich., Booth No. 9.

Here is shown the magazine "Modern Methods," a monthly publication for business men. About 1,500 copies of the September number will be distributed at the show. The Modern Methods Publishing Company has on exhibit aside from its magazine copies of about twenty different books which they use as premiums in connection with their subscription campaigns.

John Ferguson, advertising manager, is in charge of the booth.

LIBRARY BUREAU, 6 North Michigan Avenue, Chicago, Ill., Booths Nos. 50, 51, 52.

At one corner of this space an ideal correspondence filing department complete in every detail is demonstrated. Any firm or individual having had correspondence with the Library Bureau during 1915, may have that correspondence instantly produced, for the exhibit is an actual demonstration of actual correspondence filing. Parallel solutions of various filing problems are carried out after the automatic (solely a Library Bureau product), the direct alphabetic, the numeric and the geographic systems of filing. The middle section is devoted to card ledgers both for machine and hand posting. Ledgers are demonstrated in actual use with bookkeeping machines. Much attention is devoted to showing the most efficient means of handling ledgers for hand-posted work and especially the adaptation of the card to savings bank accounts. The remainder of the space is given over to a display of Library Bureau card and filing cabinets in wood and steel.

L. S. Foote is in charge of the exhibit and various men picked from the Chicago sales force are in attendance at the booth.

NOISELESS TYPEWRITER COMPANY, 253 Broadway, New York, N. Y., Booth No. 16.

The Noiseless typewriter equipped with carriages of various widths and different styles of type is on exhibition here.

The exhibit was arranged by E. J. Sheehan, general sales manager, and is under the personal supervision of J. S. Mineau, manager of the Chicago office, assisted by R. D. Aldrich and Miss R. Doyle.

OFFICE APPLIANCES, 417 South Dearborn Street, Chicago, Ill. Booths Nos. 4 and 5.

This booth is the headquarters of Office Appliances, the Magazine of Office Equipment. The magazine and its service are here described and all visitors are cordially welcomed.

The booth is in charge of Evan Johnson, president, and a corps of assistants.

OLIVER TYPEWRITER COMPANY, THE, Chicago, Ill., Booths Nos. 2, 3-14, 15.

The exhibit of this company includes the standard Oliver No. 9, showing the printype feature, also other styles of type, with various lengths of carriages including interchanging carriage feature, which enables the operator to use long or short carriage on the same machine. Machines are also shown with billing attachment. Something quite new in point of typewriters is a foot shift device for use with the standard Oliver No. 9. Another feature of interest at this booth is the exerciser, which operates the typewriter at a speed far greater than it is possible for human fingers to attain.

The booth is decorated in orange combined with the well known Oliver green, the scheme being carried out in detail in furniture and plants. The rich green of the leaves with the glistening colors of the fruit of the orange trees emphasizes those qualities of class and distinction for which the Oliver typewriter is famous.

The exhibit is in charge of C. H. Stanley, manager of the Chicago branch office, assisted by F. A. Long, R. M. Regan, R. H. Reeb, W. C. Holbrook, J. W. Fagan, C. A. G. Kuipers, W. O'Neil, A. M. Gibson, A. J. Fecke, E. J. Stanton, F. E. Morrie, M. H. Tauber, M. A. Price, L. McDonough and H. Sessions.

PELOUZE MANUFACTURING COMPANY, 232 East Ohio Street, Chicago, Ill. (See Stevens, Maloney & Co.)

POSTAMPER COMPANY, THE, Transportation Building, Chicago, Ill., Booth No. 89.

A full line of Postamper stamp affixers and mailing devices is exhibited at this booth. These machines, although fairly well known, will be sure to attract much attention by reason of their many meritorious features.

W. C. Bieneman is in charge of the exhibit, assisted by W. P. Arthur and George M. Flaws.

REBUILT TYPEWRITER COMPANY, 525 South Dearborn Street, Chicago, Ill., Booth No. 59.

Here is exhibited a full line of the well known rebuilt typewriters turned out by this concern, which will likewise demonstrate at this booth a line of embossing machinery.

The exhibit is in charge of T. W. Lewis and a corps of assistants.

REMINGTON TYPEWRITER COMPANY, Consumers Building, Chicago, Ill., North End.

This exhibit occupies the entire north end of the Coliseum, the same space that was occupied two years ago. The booth is furnished in oak, dark red oriental rugs, and a number of handsome floor lamps. A rest room is provided for lady visitors. The company will feature their accounting machine, laying special stress on the advantage of the Remington-Wahl machine for ledger posting. The "self-starter" will also be prominently to the fore. A facsimile of a letter on their own letterhead, 6x8 feet in dimensions is employed.

THE highest type of mechanical invention is that which saves the HUMAN BRAIN—the INTERNATIONAL does this to a nicety.

The MACHINE WAY of handling the Pay Roll, Scheduling and Adding work will always supplant the hand way when it means more speed and greater accuracy—business cannot wait for the slower method.

Dupont's are using four of these machines on their enormous pay rolls and have this to say, "Each machine does the work of eight clerks. It is one of the greatest labor saving devices on the market."

Let us show you what this machine is.

Baldwin Locomotive Works have two of our machines to take care of 18,000 men every week and the Baldwin man says, "It's a big job, but everything goes smoothly and mistakes are impossible."

We'll be glad to tell you how this is done—send for booklet "A."

Want to learn more about this wonderful machine—the STEEL BRAIN of BUSINESS? Write us and full information will be on your desk the next day.

Morris & Company's large pay rolls are added, listed, scheduled and paid with the INTERNATIONAL. Mr. Hollis, their genial paymaster, says, "Having been identified with handling large pay rolls for many years on a cash basis, and with the best mechanical devices, as they appeared on the market, I find the INTERNATIONAL to be an innovation in this line of work, correcting all perplexing features of past systems and eliminating the possibility of error. As a time and labor saver the machine soon pays for itself. Its simple operation makes the work a pleasure."

What more could one ask?

National Tube Company says, "We have every confidence in the machine—we have found it four times quicker than the human mind."

Better let us show you how this is done?

That the INTERNATIONAL is worthy of every respect has been shown since the very largest institutions in America are using it—are enthusiastic about it—firms where EFFICIENCY is measured by EXPERTS.

We want to say just one more word—and that is, that you write us at once for full information about this wonderful machine.

INTERNATIONAL MONEY MACHINE COMPANY

Terre Haute, Indiana, and Reading, Pennsylvania

This letter is produced by a young woman sitting in front of the sign, first employing the column selector and then producing the same letter without that improvement, making a difference of approximately nineteen seconds in the production of the written sheet.

The exhibit was installed by W. J. Davis, of the home office. A. C. Barlow, manager of the Chicago office, is in charge of the exhibit. There are present from the home office: A. A. Forrest, vice-president; George W. Dickerman, vice-president; Harry Spillman, of the school department; A. T. Rose, manager railroad department. H. A. Johnstone, district superintendent of the Wahl adding machine division, is in attendance with his assistant, Richard Schliebner. Mr. Waters is in charge of the speed writers, among whom are Miss H. Stollnitz and Miss Anna Gold. Railroad division: W. G. Brown, western railroad representative, in charge. Wahl exhibit: J. A. McCarthy and Q. H. Davis of Chicago in charge, assisted by a number of demonstrators. Supplies exhibit: R. L. Manning of the Chicago office in charge, assisted by Messrs. Schroeder and Berndt. Salesmen in attendance: F. A. Bremer, R. C. Bushnell, A. H. Dekker, B. C. Denman, E. J. Goldblatt, R. C. Goldblatt, B. P. Hamil, H. F. Moulton, G. J. Petsche, G. S. Roberts, R. W. Seaman, A. C. Smith, L. W. Smith and S. V. Ward.

ROYAL TYPEWRITER COMPANY, Chicago and New York, Booths Nos. 55, 56-67, 68.

Here are shown the regular and billing machine models of the Royal typewriter. Demonstrations by experts will be carried on throughout the show.

The exhibit is in charge of T. K. Simpson, manager of the Chicago office, assisted by his salesmen and office staff. L. F. Wilson, manager of the Royal supplies department, from New York, will be present throughout the show.

SAFE-CABINET COMPANY, THE, 332 South Michigan Avenue, Chicago, Ill., Booth No. 47.

This exhibit consists of Safe-Cabinets, principally the S-Cientist Model, which bears the label of approval and inspection of the Underwriters Laboratories. An interesting feature of this exhibit is a "museum" consisting of relics of fires, etc.

J. F. Sharpe, Chicago manager, is in charge of the booth, assisted by a corps of "safety specialists."

SHAW COMPANY, A. W., Kesner Bldg., Chicago, Ill., Booth No. 56.

Here are shown the actual methods of men who make the most money doing what other business men are doing. A special collection of business ideas is placed before visitors who call at this booth. The salesmen in charge of the booth will make a special business show offer of a choice of three standard business books with twenty-four issues of System, the Magazine of Business, or Factory, the Magazine of Management, for $5 payable in small installments.

Three or four live System men will be on hand to explain the value of System, the Magazine of Business; Factory, the Magazine of Management, and a variety of business books including the new Automatic Letter Writer and Business Correspondence Library.

SHORTWRITER COMPANY OF AMERICA, 401 Garland Building, Chicago, Ill., Booth No. 72.

The Shortwriter is exhibited here. This is a machine which does the work of shorthand. Competent demonstrators and experts will be present at the booth all the time to demonstrate and explain the machine and the system.

J. A. Butler is in charge of this exhibit, assisted by Sam Abelson, Bert Garabant, and others.

SMITH & BROS. TYPEWRITER COMPANY, L. C., 58 East Washington Street, Chicago, Ill., Booths Nos. 33,34; 45, 46.

Here are shown the L. C. Smith typewriters for correspondence, abstracting, insurance, railway waybilling and expense billing. The absence of special attachments on this machine for the performance of various kinds of special work will be featured.

E. K. Stephenson, assistant sales manager and N. Edwards, Jr., local manager, are in charge of the exhibit. They will be assisted by H. S. Gilbert, city sales manager, Miss C. H. Smith, department manager, and the following salesmen: E. B. Linstrom, F. A. Ivick, W. C. Lothrop, P. L. Livingston, E. A. Shiermier, J. M. Sturm, R. R. Clegg, L. Lester, G. Poyer, H. W. Thompson, R. Teeter, B. H. Davidson, M. E. Davidson and J. C. DeLisle.

STENOTYPE COMPANY, 220 South State Street, Chicago, Ill., Booth No. 12.

Here is demonstrated the Stenotype, the machine way in shorthand. In connection with the Stenotype machine, which is exhibited by experts in its operation, there are a number of instruction books in Stenotypy. Free reading lessons and free trial instruction will be given at this booth.

The following persons are in charge: A. V. Cooper, manager Chicago office; W. F. Teer, assistant manager Chicago office, Miss Gladys Lundy and Miss Ila Hock. It is expected that Miss Ruth Keogh, a speed writer of ability will be present to give demonstrations of her dexterity.

STEVENS, MALONEY & COMPANY, La Salle Street and Arcade Court, Chicago, Ill., Booths Nos. 25, 26; 67, 68.

Here is exhibited a line of Berger steel filing devices, also the Automatic File & Index Company's wood filing devices, the Eversharp Pencil Company's Eversharp pencil and the Pelouze Company's scales.

The exhibit is in charge of William R. Conner, assisted by Mr. Atwood of the furniture department, Mr. Straubel of the Automatic File & Index Company, and Mr. Eichenlaub of the Berger Manufacturing Company.

SUNDSTRAND ADDING MACHINE COMPANY, 110 S. Dearborn Street, Chicago, Ill., Booth No. 39.

This exhibit consists of ten models of the Sundstrand Portable Adding and Listing machine, including electrically operated machines.

E. E. Noell and O. S. Banschbach are in charge of the booth, assisted by R. C. Dockery and Misses Rogers, Carter, Harmon and De Baets.

TELAUTOGRAPH CORPORATION, 189 West Madison Street, Chicago, Ill., Booth No. 79.

This exhibit consists of an intercommunicating Telautograph system connected with a Telautograph in the balcony over the main entrance and another Telautograph in the Chicago Herald booth, No. 35. A large screen on the balcony over the main entrance will be used by a high power Telautograph stereopticon to flash messages and news bulletins before the audience. The bulletins will be written in the Herald booth and will instantly appear on the Telautograph in the balcony. Visitors desiring to have someone paged may have the name of the person and the purpose for which he is wanted written on the screen by simply calling at the booth.

District Manager J. V. Mitchell is in charge, assisted by H. B. Smith and N. E. Terry, salesmen, and C. H. Jackson, A. K. Sparks, C. E. Erickson, C. A. Whittingham, technical men.

TODD PROTECTOGRAPH COMPANY, 208 South La Salle Street, Chicago, Ill., Booth No. 28.

Here is shown a full line of the famous Todd check protecting devices, including Todd Protectographs, check writers and Peerless check protectors, also paper especially made for checks.

W. L. Hutchinson and A. F. Gerak are in charge, assisted by a corps of salesmen and demonstrators.

UNDERWOOD TYPEWRITER COMPANY, 37 South Wabash Avenue, Chicago, Ill., South end of Hall.

The Underwood bookkeeping machines and Underwood correspondence machines are the features of this exhibit. The Progress booth, the patented Underwood advertising feature, is shown here. This is an exhibit which never fails to attract large crowds.

The exhibit will be under the direction of J. E. Neahr, general sales manager, assisted by G. W. McClellan, manager of the Chicago branch, and a large corps of salesmen who will be present in relays on the following days: Monday—Messrs. Culpeper, Ryan, Roberts, Alward, King. Tuesday—Hardman, Culpeper, Norden, Mowers, Jochmus. Wednesday—Babcock, Simmons, L. A. W. Johnson, Landgraf, Wright. Thursday—Ryder, Schnake, Culpeper, A. W. Morf. Friday—Buckley, King, Shifflette, R. V. Johnson, Losch. Saturday—Morrow, Stoll, Simmons, Alward, A. L. Morf. Every afternoon and as many evenings as possible: Cochrane, King, Kluge, Arndt, Culpeper.

THE Evans Addressing Machine combined with the Evans Flexible Stencil provides the ideal addressing system.

Adapted for use on all Mailing Lists having from One Hundred to Twenty-five Thousand Names

Price for Machine

$30.00

Without Stand.

Price for Flexible Stenciltype Fillers and Frames,

½ Cent each.

The EVANS addresses Envelopes, Post Cards, Notices, Statements, Tags, Bank Statements, Time Cards, Laundry Slips, etc.

The EVANS Flexible Stenciltype Fillers can be cut by any Stenographer, on any Standard Typewriter, without any attachments.

The EVANS meets the requirements of a long-needed general OFFICE Addressing System, that will handle all classes of work as well or better than machines heretofore costing several times as much, making it a useful and valuable machine in most any office or business.

Let us send you Descriptive Folder and particulars. We are now caught up on orders. Prompt deliveries can be made.

Several important territories are still open for branch agencies. Big opportunity for capable salesmen. Send complete details with first letter.

EVANS ADDRESSING MACHINE CO.

257 Washington Street **Buffalo, New York**

One Stenographer—and a Rotospeed

Will Do the Work of Fifty Typists

If you use form letters, from 20 to 1,000 copies at a time—if you use office forms, ruled factory forms, price lists, bulletins, notices or similar printed matter in quantities of 20 or more—then a Rotospeed Stencil Duplicator will pay you an enormous profit on your investment.

Through the use of this machine retailers are increasing their sales and collecting their past due accounts. Many have doubled and trebled their profits. It is the ideal method of printing sales letters and store papers.

Manufacturers are saving 92% on form letter work and hundreds of printing bills. The use of one Rotospeed has saved one manufacturer more than $1000 in one year.

Perfect Form Letters—20c Per Thousand

Better form letters than you ever thought possible—letters with clean-cut appearance of neatly typed originals that exactly duplicate the typewriter type, can be printed at the rate of 75 per minute on the Rotospeed.

No Type—No Trouble—No Muss

The Rotospeed stencil is prepared quickly and easily. No type to set. Typewrite your letters on a sheet of stencil paper. Attach the stencil paper to the Rotospeed and turn the handle. That's all. A child can do it. The Rotospeed has a semi-automatic feed—self-adjusting impression roll, an unlimited headspacing device and improved receiving tray—all these exclusive advantages—yet it's the simplest stencil duplicator in the world.

Ruled Forms Easily Printed

Ruled forms of all sizes from 3 x 5 inch cards to 8½ x 16 inch sheets are printed on the Rotospeed just as easily as form letters and at a cost of a few cents per thousand.

Illustrations and Signatures Also Quickly Reproduced

Sketches can be copied or traced on the stencil paper and the signature written so that a completely typewritten, illustrated and signed letter will be printed at one operation.

Only One Model—Price $30 Complete

This one machine does everything that a stencil duplicator can do. There are no accessories or higher priced models. The price includes full equipment and sufficient supplies for printing a thousand copies each of thirty different forms. The saving on this much work will pay the entire cost of the Rotospeed.

Free Trial At Our Risk

We offer to place the Rotospeed in your office on trial. We do not employ salesmen. The machine must sell itself. Write for our proposition and the Rotospeed booklet. Let us show you how others in your line of business are increasing their profits and saving expense the Rotospeed way.

THE ROTOSPEED CO.
595 W. 5th STREET DAYTON, OHIO

Dealers!

Every Rotospeed sale means a continuous stream of sales and profits for a Rotospeed dealer. Write for our liberal co-operative proposition.

Exclusive representation granted.

When you think Pencil Sharpeners you think "Chicago" or some other of the Automatic Pencil Sharpener line

THE CHICAGO PENCIL SHARPENER

Used in all corners of the world

CHICAGO Pencil Sharpener Standard Model—Sharpens standard pencils

$1.00

CHICAGO Pencil Sharpener Giant Model—Sharpens every pencil and crayon made

$1.50

The retail prices of these sharpeners are within the reach of everybody. Although low in cost, they are high in point of efficiency.

There is a liberal discount to the trade which makes it worth while for dealers to stock these sharpeners and push their sale energetically. Advertising matter, including cuts and other selling helps sent for the asking.

Both foreign and domestic business is given the best of attention. Use us as your source of supply.

Automatic Pencil Sharpener Company

1440 GARLAND BUILDING - - CHICAGO

New Yorkers Prepare Itinerary to Atlanta Meeting.

The Stationers' Association of New York will run a special train to the convention of the National Association at Atlanta, Ga., by way of Luray Caverns, Natural Bridge, Chickamauga battlefield and Lookout mountain. The train will leave New York on Friday evening, October 6, and will arrive at Atlanta Sunday evening, October 8, over the Pennsylvania railroad.

The association plans to gather the faithful from Boston, Buffalo, Toledo, Newark, Philadelphia, Baltimore, and adjacent territory and travel on a special train, which will carry the best equipment it is possible to obtain. Stops will be made at Philadelphia and Harrisburg. Luray will be reached Saturday at breakfast time, at which point the passengers will be conducted by guides through the wonderful caverns found at that place. A three hours' trip through the Shenandoah Valley will bring the train to the Natural Bridge in Virginia, where a stop of about four hours will be made. On Sunday morning the members will arrive in Chattanooga, where automobiles will be in readiness for the trip over the battlefield, followed by another motor trip to the top of Lookout mountain. The train will leave for Atlanta in the afternoon, arriving Sunday evening.

Those desiring to go on this special train are requested to communicate at once with Charles A. Lent, 90 William street, New York.

Art Metal Headquarters at Atlanta Next Month.

The Fielder & Allen Company, the Art Metal agents in Atlanta, Georgia, have just issued a general letter to the Art Metal agents in all sections, inviting them to make the Fielder & Allen building their headquarters during the convention of the National Association of Stationers and Manufacturers, October 9 to 13, as shown herewith. Following is the text of their letter:

Atlanta, U. S. A.

To Art Metal Representatives Everywhere:

We are Art Metal Agents in Atlanta and we want the Art Metal Representatives to come to the National Stationers' and Manufacturers' Convention, which meets here on October 9th-12th, 1916.

This is a personal invitation.

This is your Convention—you are doubly welcome as an Art Metal Representative.

Come see Art Metal equipment scattered in thousands of offices in the "Commercial City" of Dixie Land.

Fielder and Allen Building will be your headquarters. Bring your wife, bring your Golf Sticks and partake of Atlanta's hospitality.

Cordially yours,
FIELDER & ALLEN COMPANY,
IVAN E. ALLEN.

E. D. Lines, manager of the agency division of the Art Metal Construction Company, will be present at the meeting, and will make the Fielder & Allen building his headquarters and meet the visiting Art Metal agents there.

The Atlanta stationers are preparing quite an interesting and elaborate plan of entertainment, as this is the first time the Association has ever met so far down south in Dixie.

Hampden Hoge Now With J. F. Diemer Company.

Hampden Hoge, one of the best known stationery men in the United States, is to become connected with the John F. Diemer Company, 67 Cortland Street, New York City. The change will take place about the middle of September. Mr. Hoge will have the general sales department of the company under his direction. The Diemer Company is well known throughout the trade as a manufacturer of paper boxes, leatherette wallets and envelopes, filing folders and other similar items, and under the able direction of Mr. Hoge these products will be attractively placed before the stationers of the country.

Mr. Hoge is a salesman who has covered practically every state in the country in the sale of stationery and

More Money For You

As an agent of the VICTOR Standard Typewriter you can easily earn additional money in spare time without interfering in any way with your present work. Hundreds of successful VICTOR Agents have done it already and hundreds of others will do it during the next few months.

Will you be one of them? It's up to you. We want a good live Agent in your territory and are willing to open up negotiations with you. Write for full particulars today.

The VICTOR Standard Typewriter sells on sight. In it are combined the best features of other makes together with many exclusive VICTOR features.

The VICTOR is not on speaking terms with the repair man—a fact that has made it popular with sound business men who frown on heavy repair bills.

The VICTOR will not ruffle the temper of the touchiest of stenographers because it responds quietly and efficiently to their commands and requires no attention but an occasional drop of oil and the application of a type brush and a dust cloth now and then.

These features—and many others—make the VICTOR the "best seller" in the typewriter world.

Let us prove this to you. Costs you nothing but the postage to carry the attached Coupon to Scranton.

Send it along!

OA 9-16

VICTOR Typewriter Sales Co., Inc. Scranton, Pa.

You may explain to me your Agency Plan.

Name.....

Address.....

Kind Words

Matthew Bender & Company, Albany, N. Y.

We find the VICTOR better than other machines heretofore used.

Page & Davis, Boston, Mass.

Absolute dependability has installed the VICTOR in our estimation as the best writing machine on the market.

Exporters' Alliance, New York, N. Y.

We recommend the VICTOR to any concern needing a typewriter that will stand up under hard usage.

Arnold & Wannemacher, Philadelphia, Pa.

Our VICTOR has required no repairs, has given entire satisfaction, and is, we believe, as good a typewriter as there is on the market today.

The Sundstrand SPEED

Portable

Adding and Listing Machine

Time-Saving Automatic Features

Prices $125 to $200.
7 and 9-Column Capacity

In the operation of the Sundstrand you can save time that's worth money in your business. Its simple method of operation, its light responsive touch, short, easy lever pull and its automatic features make it possible for you to list and add figures as fast as you can read them.

The Sundstrand touch method keyboard of only ten keys, so conveniently arranged, has revolutionized all previous methods of operation. Besides this acknowledged advantage as a time saver, all Sundstrand machines *automatically* select columns — place figures in correct numerical order, *automatically* indicate the number of digits set up on the keyboard, *automatically* correct errors before they are listed, *automatically* print sub-totals in red, and *automatically* furnish the amount accumulated in the machine —leaving nothing for the operator to do but depress the keys and pull the lever.

Imagine an adding and listing machine so simple and automatic in its operation that you could almost *use in the dark*. If you can draw in your mind a picture of such an office device, you will have some idea of what the Sundstrand is like.

Write For Free Trial.

Actual application of this machine on your own work in your own office is the most convincing evidence we can offer. Simply say the word and we will send you a machine for trial without obligation or expense to you. Write today for illustrated and descriptive literature, list of prominent users, prices, etc.

The Sundstrand Adding Machine Co.
ROCKFORD, ILLINOIS, U. S. A.

specialties. He has a large acquaintance in the trade, among whom he has made a host of friends.

He was for six years stationery buyer for John Wanamaker. Leaving there, he established the Hoge Specialty Company, later incorporating as the Hoge Manufacturing Company, the principal product of which at that time was the Modern B. Clutch Pencil, which Mr. Hoge originated and which was one of the first of the kind on the market.

Upon the outbreak of the present European war Mr. Hoge, taking advantage of the fact that German-made thumb-tacks could no longer be procured, and realizing the large field for such articles here and abroad, started the manufacture of thumb-tacks on a considerable scale. These were similar to the German-made thumb-tacks and sold at an extremely low figure. He built up a large business for these tacks and his orders were always far in advance of his output. Although the trade in the United States was covered, a specialty was made of foreign business, and the Hoge tacks were sold in practically every city in the world.

In his new employment Mr. Hoge will be connected with a firm that has splendid possibilities, permitting him to cover not only the trade here, but in foreign countries as well.

We congratulate both Mr. Hoge and the J. F. Diemer Company upon the new arrangement.

Necessity for Mental Exercise.

The following paragraphs are quoted from the opening speech of George P. Wigginton, general manager of the Kalamazoo Loose Leaf Binder Company, at the recent sales convention in Kalamazoo, the principal events of which are reported elsewhere in this issue:

"God gave every man brains. He gave you a soul. Now if you want to be a strong man, what do you do? Do you sit down somewhere and rest your muscles? No. You exercise them; and you exercise them at every opportunity that you get. You put yourself through a certain routine of physical exercise, and the first thing that you know you are a strong man physically. The brain is exactly of the same structure; it is composed of very similar materials. It is composed of material that only improves with practice and with use. Now set yourself to accomplish brain development and you can do it.

"'Jake' Kindelberger talked before our class the other day and said something which I believe was one of the best things I ever heard a man say. It was a very simple and homely thing to do; if some one of you would take it up, I am sure they would think that you had gone plumb crazy. He said that he never goes to bed of a night but what he picks up some familiar thing in his home, in his kitchen, in his dining room, or somewhere in the house, and he seats an imaginary buyer down beside him and sells him that particular thing. He said that he had sold a tooth pick, that he had sold a burnt match. He had sold his bed, and everything that was on it, and he sold all his clothes and he had sold everything in the room. 'But,' he said, 'you would be absolutely astonished to know how many arguments you can find why a man should buy even a burnt match from you.'

"It is the exercise and development that makes it possible for 'Jake' Kindelberger to be the best salesman of parchment paper that the world has ever known, and there isn't a man in this room but who can benefit from the experiences he has had in any sale."

H. I. Seddon, the new branch manager for the L. C. Smith & Bros. Typewriter Company, who arrived in San Francisco last June, is leaving no stone unturned to make a fine record for his branch. Mr. Seddon is one of the best-known typewriter men in the country.

Webster SERVICE

What It Will Mean to Thousands of Stenographers

IF all typewriting machines had the same action; if all stenographers had the same finger touch; and if all stenographers made the same number of carbon copies, there would be little excuse for our Fall Advertising Campaign.

BUT such is not the case.

Getting the right make of carbon paper is but the first step. The goal cannot be reached until the correct *weight* and correct *finish* of carbon paper is used.

But the average stenographer has neither the time nor the money to experiment in this line.

WEBSTER SERVICE steps in here.

We offer to *prescribe* to any stenographer the exact weight and degree of finish of carbon paper that best suits her individual needs. All she has to do is to write us a three or four line letter stating what her chief carbon troubles are and what special results she wishes to obtain. She makes as many copies of this letter as she does in her regular work, and sends these together with the original and sheets of carbon paper all in place, to us.

WEBSTER experts then prescribe.

No fee is charged for this advice.

The Goal?

Saving stenographers' time and effort; better and neater files; and permanent records for America!

Will *all* stenographers avail themselves of this new, splendid and valuable Webster SERVICE?

No! But nearly every stenographer who takes genuine pride in his or her work *will*, and everyone who does will be referred to the nearest Webster dealer.

Write for full particulars about WEBSTER SERVICE and our definite selling plan which guarantees you against loss.

Our STAR BRAND typewriter ribbons are guaranteed to give 75,000 impressions of letters "a" or "e" without clogging.

F. S. WEBSTER COMPANY 338 Congress Street BOSTON, MASS.

TRADE MULTIKOPY MARK Carbon Paper

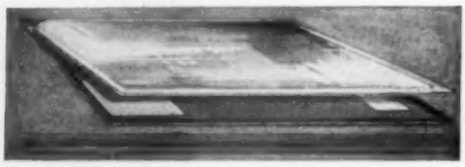
"The World's Best Selling Carbon Paper"

Two Profit Makers for the Fall Trade

Now is the time that office men come back to their work, dust off their desks and furbish up their equipment. Vacations have given them a zest for work and an enthusiasm for more convenient surroundings. In the hands of a live stationery salesman

THE *U-NEED-ME* SPECIALTIES

find a ready sale, wherever convenience and efficiency are considered.



The *U-NEED-ME* Plate Glass Desk Pad

is the best in the world. As indicated above, it is made of plate glass and will easily stand strain and jar that would smash ordinary glass. The edges are ground and polished, making the pad much easier to handle. It does not lift as easily as your hat—no glass pad of sufficient strength could do that—but it does work readily; there is no sticking in the corners or disturbing of papers.

LIST PRICES
No. 22 Plate Glass Desk Pad (19x24).....$4.00
No. 222 Glass Desk Pad (18x24)..... 3.00
Liberal Discounts to the Trade.

U-NEED-ME (REGISTERED) CHAIR PADS

need no introduction to the American stationery trade. They have been on the market a long time; their attractive appearance and wearing qualities are well known. There is a full assortment of styles made of thick felt in four colors—green, brown, maroon and black—prices range from 40c to $1.25.

DEALERS: Write today for full particulars regarding the line and our proposition. You will find them interesting.

GEO. E. FOX CO.
(Not Inc.)
54 W. Kinzie St. Chicago

Effect of European Alliances on U. S. Trade.

The probable effect of European economic alliances upon United States commerce is the subject of a report made public Sept. 9 by the National Foreign Trade Council in New York.

While the retaliatory legislation enacted at Washington last week was directed chiefly against the policies of belligerents during war the post-bellum intentions were the subject of the investigation by the Council which is composed of fifty nationally prominent merchants, manufacturers, farmers, railroad and steamship men and bankers associated for the economic investigations of problems arising in foreign trade. James A. Farrell, President of the United States Steel Corporation, is the Chairman of the Council.

"While some authorities contend," says the report, "that the commercial preferences implied in the Paris resolution of the Entente Allies are impractical and will flatten under pressure of the dependence of European nations upon each other, including their enemies, the present fact is that two economic alliances have already been created, for the war abrogated the most-favored-nation relation between the powers now enemies. The Paris resolutions declare the Allies agree that the benefit of the most-favored-nation treatment will not be granted enemy powers during a number of years. How far will 'war after war' obtain?

"Investigation reveals that the United States in the last normal year before the war, 1913, sent 77.61 per cent of its exports to the belligerent countries and derived 72.83 per cent of its imports from them. Therefore, any sweeping change of tariff navigation or financial policy of either group of allies may seriously affect the prosperity of the United States in which foreign trade is a vital element.

"The foreign trade of the United States for a century has increased in a world of relaxing trade restrictions. If the members of either the Allied or the Central Economic Alliance seek by differential tariffs to prefer each other and their respective colonies, a discrimination against the products of the United States will automatically be created. If special shipping arrangements are carried so far as artificially to create lower freight rates for Allied than for neutral commerce, the parity of ocean freight charges to and from American ports as compared with to and from European ports, which has been one cause of toleration of American dependence upon foreign carriers will be disturbed. Whatever may be the result of the Paris resolutions, manufacturing enterprise in the Allied countries looks forward to preferential advantages in those countries which have shared the burdens of war."

Asking whether either the Entente or the Central Economic Alliance, particularly if the United Kingdom adopts either a revenue or protective tariff, will continue to accord most-favored-nation treatment to the United States or will demand exclusive concessions under the American tariff as the price of favorable admission of American products to their markets, the report says: "Appreciation of the necessity of retaliatory weapons if the great industrial nations should embark upon a policy of trade preference and discriminations is indicated in recent American legislation." The present United States tariff is described as barren of resources for concession or retaliation."

"More treaty making," continues the report, "will be in progress in the five years after the declaration of peace than in any similar period of the world's history. The most-favored-nation relation which European governments have permitted the United States to enjoy despite frequent American tariff changes and the extension of American tariff preferences to Cuba and to the colonies acquired from Spain, may not escape jeopardy. Many

GF YOUNGSTOWN, OHIO.

Allsteel Economy Shelving,

Solves Shelving Problems

Allsteel Economy Shelving — neat, strong, easily erected adjusted or rearranged gets the greatest service from and gives greatest capacity per foot of floor space covered.

Economy shelving is used for storage of practically any merchandise which must be shelved. It is efficient in factory and store, office, garage, warehouse and stock room—wherever finished products, supplies, records and the like require storing.

Open or closed types; the open type may be converted to the closed type and bins by the addition of partitions and backs. If desired, doors may be fitted at any time, giving a substantial, roomy, unburnable and extremely durable cupboard.

Made of steel, Economy Shelving is extremely rigid and durable. Remains in use indefinitely, at no expense for repairs, wear and tear or deterioration.

Get Our New Catalog

Send for the new Allsteel Catalog describing the complete Allsteel line which includes:—Upright, Wydesteel (full width horizontals), and Unette sections (half-width horizontals). In addition there are Allsteel Office Safes, Desks and Tables, Card Index Cabinets, Adjustable Shelving, Counterhight Sections, and many standard combinations for the equipping of large record vaults. Where shall we send your copy?

Dealers

Allsteel Shelving is only one of nearly a thousand items that enable the G-F Dealer to answer every office filing need. The prospect for two or three filing sections finds ample range to supply his most individual whim; the office manager can fit his department thruout with Allsteel Filing Cabinets, Desks and Tables, Record Safes, down to such incidentals as Letter Trays and Waste baskets. And G-F Allsteel Shelving meets the requirements for shelving and storage space.

The prestige gained by being able to handle every office filing need has strong business-building power. The stock "turns over" more rapidly thus insuring maximum profit.

If you do not handle a steel line or wish to broaden your sale of steel office equipment, there may be an opportunity for an Allsteel Dealer Contract. Write for details.

The General Fireproofing Company

3679 Logan Ave., Youngstown, Ohio

Export Department: 395 Broadway, New York City **Chicago Office: 325 Madison St.**

COMPARISONS

The man who makes intelligent comparisons before placing an order is a good buyer, and he has fewer causes for regret after having bought than the man who blurs his vision by over-emphasizing some single consideration.

This is especially true in the buying of rebuilt typewriters. Among the questions which a good buyer considers in placing an order are: Am I really getting a rebuilt machine—one which in quality and appearance approaches as closely as possible new machines of the same make? Is the manufacturer equipped to give me the best of service? And, lastly, is the price commensurate with quality and good service, or is it a blind to hide the lack of quality and satisfactory results?

Use "Retyco" Quality, "Retyco" Service, and "Retyco" prices as a basis for comparison and we'll gladly abide by your decision.

Send for our price list today

REBUILT TYPEWRITER COMPANY "AS GOOD AS EVER"

Factory: 525 South Dearborn Street
CHICAGO, ILL.

treaties between the United States and European governments are ancient, with obsolete phraseology out of tune and modern expression of a new treaty system. Even with no European disposition to discriminate certain changes will be inevitable. This renders highly important the United States treaty-making power. The State Department now lacks, but should immediately provide skilled resources for the study of the entire treaty situation. The education of American public opinion to treaty legislation is imperative. Their parliamentary system gives European governments a superior efficiency in treaty-making as compared with the United States. The history of commercial treaties is marked by frequent Senatorial disregard of recommendations of the State Department. The necessity of a two-thirds Senate vote for ratification requires that treaties hereafter be so drawn as to command general approval, a difficult task which can be accomplished only by the most careful consultation of public opinion prior to negotiation, the most skillful handling of the American case in the diplomatic exchanges and convincing presentation of the facts in order to command sentiment in favor of ratification and maintenance of the treaty obligation afterward."

Discussing the pledge of the Entente Allies at the June Paris Economic Conference to effect special agreements for the interchange of raw materials and to conserve their use to the Allies before all other countries, the report says:

"The self-sufficiency of the Allied group is the logical goal of this agreement precisely as British Imperial self-sufficiency was the goal of the Chamberlain policy. Leaving aside the problem of whether the United Kingdom will consent to a tax on food the question is whether such a policy adopted by all the Allied group would deprive the United States of any of its present outlet for foodstuffs or raw materials. The United Colonial and Russian production of foodstuffs and raw materials was not equal to the ante-bellum necessities of the Allies. Would a preference stimulate production to the point of self-sufficiency? If the Allies were obliged still to depend upon their own raw materials admitted to the consuming Allied countries at a lower tariff rate than those of neutral or enemy origin, would not the price find a common level?"

In a historical sketch of the development of European commercial policy the report says: "The resolutions adopted at Paris represent a conscious return to mercantile ideas of earlier centuries in an extreme form made possible only by the feeling aroused by the war. * * * Commercial power and political power again go hand in hand. Today the people of both belligerent groups are convinced that their own prestige and importance are threatened by the commercial predominance of their opponents."

Attention is called to the Allied policy by direct subsidy to foreign trade and its possible effect upon American oversea enterprise, and the report says:

"The recovery of a portion of the American gold reserve which supports an unprecedented structure of domestic and foreign credit is essential to the restoration of European prosperity after the war and this would logically seem to be one effect of the economic alliances now being devised and the plans being laid for more intensive competition which will bring back the trade which, by the curtailment of European production and competition, has given American merchandise a greater access to European markets and a larger share of neutral markets. A violent reversal of the flow of gold would rudely disturb the structure of domestic bank credits reared upon it. The primary safeguard must be a stimulation of exports of the merchandise required in peace to take the place of the abnormal demand for munitions and abnormal export

Two Ways of Typewriting

(You can make this test yourself)

10 A. M.
"I want to send this letter to 1000 names," you say. "Five hundred typewritten and 500 multigraphed."

10:15 A. M.
The Multigraph operator starts setting up the letter. Five typists start writing it on typewriters.

11 A. M.
Multigraph operator has finished setting up the letter and pulls a proof. The five typists have finished fifteen letters.

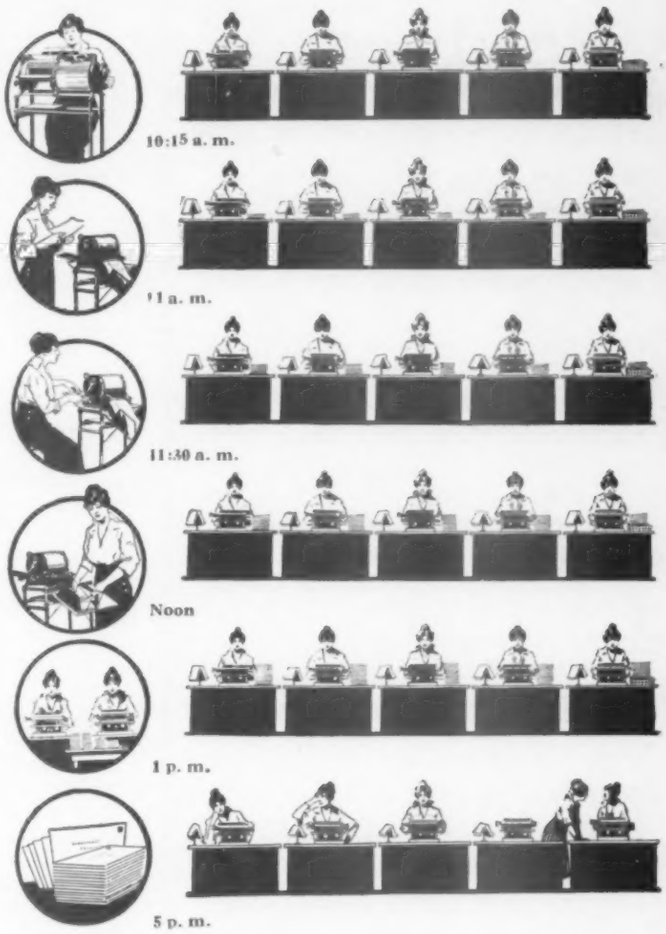
11:30 A. M.
Multigraph operator has corrected the proof and started the run. Typists have written twenty-two letters.

Noon.
Multigraph operator has finished running the 500 letters. Typists have written thirty-five.

1 P. M.
Two typists start filling in Multigraph letters. Typists have written fifty.

5 P. M.
Multigraph letters all filled in, envelopes addressed, ready for the mail. Typists have written 200—with a day and a half more work to do.

5 Days Later.
Multigraph letters which cost one tenth as much as the others brought just as many replies and brought them quicker because they were out first.

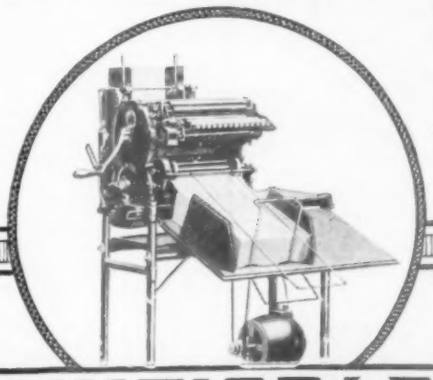


Producing real typewritten letters in quantities cheaper and better than it can be done by hand is only one of the things the Multigraph does. It also does real printing—from type or electrotypes and printers' ink—in the privacy of your own place of business and at an amazing saving of time and money.

Give us an opportunity to show you how the Multigraph will pay its way in your business.

"You can't buy a Multigraph unless you need it."

Multigraph Senior—Electrically driven and completely equipped for high-grade printing with printers' ink, type or electrotypes or for producing typewritten letters in quantities. Prices $665 to $715. Easy Payments. Hand driven models, $200 up.



MULTIGRAPH, 1830 E. 40th St., Cleveland

Prove to me, if you can, that the Multigraph can save time and money in my business.

Name _____

Official Position _____

Firm _____

St. Address _____

Town _____ State _____

THE MULTIGRAPH

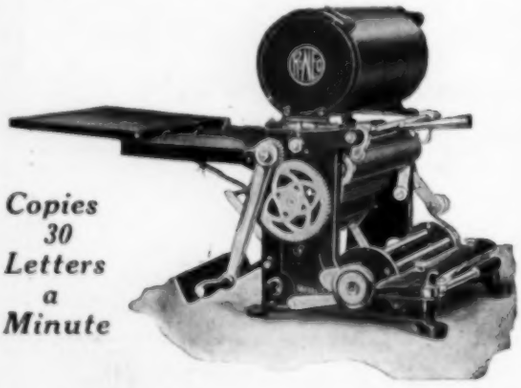
RONEO

Produces Exact Copies

The letter is copied after it is complete—after all corrections have been made. The copy is an exact reproduction of the original. Sometimes you find that an entire line of a carbon copy is indistinct or not readable—sometimes just a word. How often have you found it impossible to read an important part of the correspondence because the carbon was imperfect? Only perfect copies come from the RONEO COPIER.

Another thing. A necessary element in most business institutions is speed. It is a much faster operation to write without carbon paper and a second sheet than with them. No time is lost in inserting the extra sheets, and if corrections are necessary, they are made on one sheet only.

For offices where safety and speed are essential, the RONEO is truly a money saver. Let us supply you with complete particulars.



Copies 30 Letters a Minute

RONEO COMPANY

117-119 Leonard St. NEW YORK, N. Y.

of other articles. A diminution of our present inflated export trade is inevitable, but the danger is that European co-operation and trade preferences may be carried so far as artificially to restrain American foreign trade and carry it below our normal equity in world commerce."

"An elaborate analysis of the commercial inter-dependence of the United States and the belligerents, accompanying the report, shows that of 213 commodities of an import value of more than a million dollars in 1913, 121 were principally imported from nations of the Allies including colonies, while only 49 came principally from the Central powers. This Allied superiority resulted from the extensive importations from British colonies. The United Kingdom appears 46 times among the countries of principal supply and Germany 45 times.

Of 136 commodities of an export value of more than two million dollers in 1913, members of the Allied group were principal buyers 103 times, the Central Powers 14 times and neutrals 19 times. Canada alone of the Allies appears 48 times and the United Kingdom 47. This is the first time such an analysis has been attempted. The report includes extensive quotations from European economists and statesmen and a unique study of the commercial treaties abrogated and the tariff systems interrupted by war.

Late News Items from Elliott-Fisher Organization.

The Grand Rapids, Mich., sales office of Elliott-Fisher Company, manufacturers of billing and bookkeeping machines at Harrisburg, Pa., is now located in larger and more commodious quarters at Room 714 Commercial Savings Bank Building.

The rapid growth of bookkeeping by machinery and the resulting increase in the company's business in and around Grand Rapids is said to be responsible in part for the change of location.

C. J. Dorland, formerly in charge of the Duluth office of Elliott-Fisher Company and later connected with the Minneapolis office, is now at Fargo, N. D., looking after the interests of the same company.

Mr. Dorland is already well and favorably known in the office appliance field, and bids fair to play a still more active part in the development of machine methods of bookkeeping.

Macon, Ga., Plant to Move.

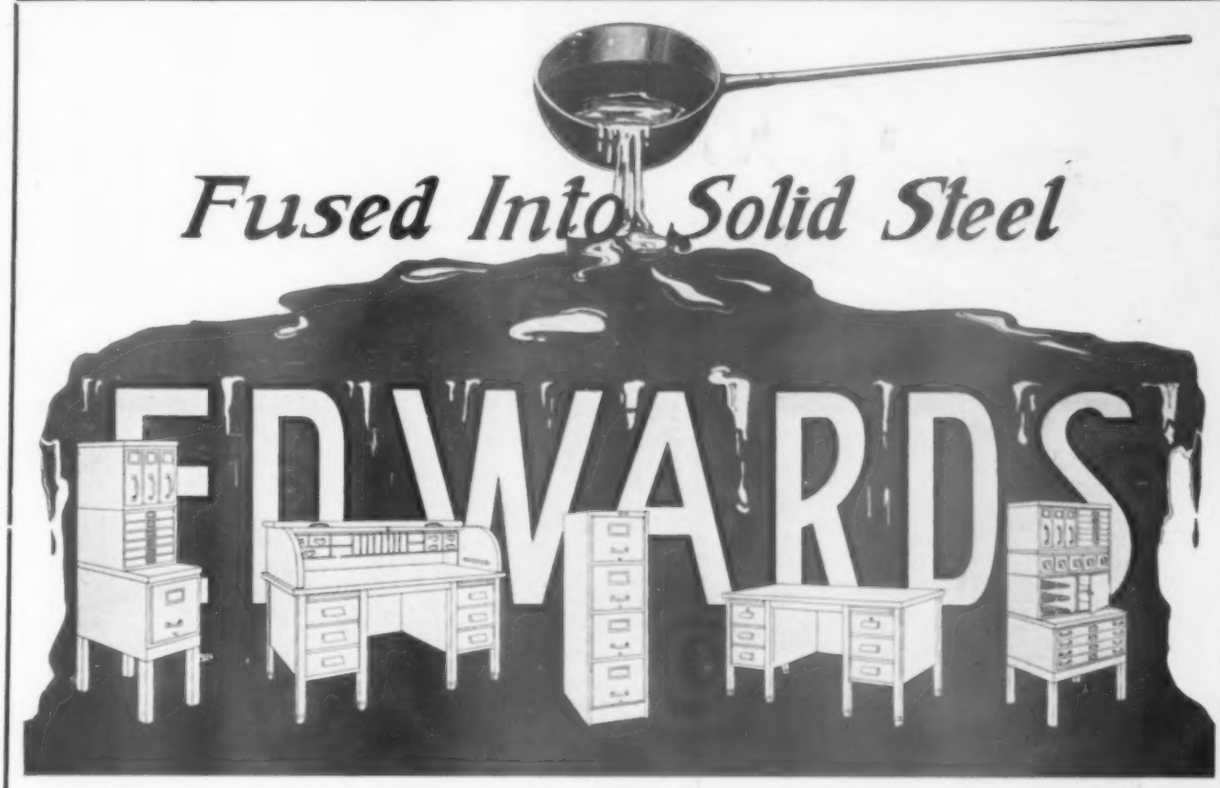
It is announced that the McEvoy Book & Stationery Store, one of the prominent establishments in this city, will remove early this month to more spacious quarters at 608 Cherry street, where they will occupy a five-story building. The new location is in the heart of the business district and affords an excellent opportunity for expansion. The McEvoy Book & Stationery Company has occupied one location for 23 years, during which time the concern has built up a very prosperous business.

Heise Heads Associated Travelers.

At the semi-annual meeting of the Associated Commercial Travelers of America held at the Hotel Imperial, New York, Monday evening, August 14, Millard E. Heise was elected president. Many important topics were talked over. Plans are under way for the annual dinner of the association to be held next February.

New Prices for Pencil Pointers.

The Automatic Pencil Sharpener Company announces a decrease in the price of the Chicago "Giant" model pencil pointer, which takes pencils of all sizes and is suitable for desk and wall use. This sharpener retails for $1.50. Prices to the trade may be had by application to the Automatic Pencil Sharpener Company, Chicago, Ill.



Steel Filing Cabinets

Keep New Throughout A Business Lifetime

Strong? Edwards' cabinets are made of the best grade, cold rolled steel of the heaviest gauge used in making office furniture. Each cabinet is practically fused into one, single, solid piece of steel by electric spot welding and oxy-acetylene welding.

Complete standardized stock in all requirements. Edwards' cabinets are finished in rich olive green, or beautifully grained in Mahogany or Oak.

A Few Profitable Territories Open—Write or Wire Today

This is the age of steel. The demand for it is no longer doubted. It has come to stay—it is rapidly growing. This is a day of exceptional business prosperity. Business houses of every sort are making more money and spending more money. Concerns that have deferred and deferred furniture purchases are now buying. You can meet their needs with the Edwards' line—a line that will help you build, by permanent patronage, business prestige and increase your profits.

If you are equipped to handle a big business equipment proposition in a big way, write or wire today for agency conditions. We, also, make a line of roll and flat top desks and office tables in steel.

THE O. M. EDWARDS COMPANY, Inc.

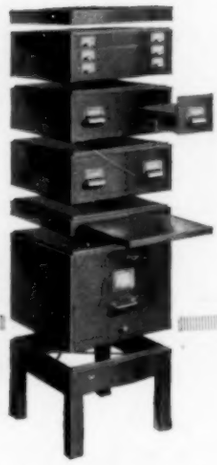
Syracuse, New York U.S.A.

Van Dorn

Letter Files

WITH Van Dorn you can give your customers either the 4-drawer cabinet or start him with a single-drawer unit.

In either case he will come back for more and more, for Van Dorn construction is so sturdy—rigid — permanent and the roller-bearing suspension so simple and easy that he re-orders Van Dorn year after year.

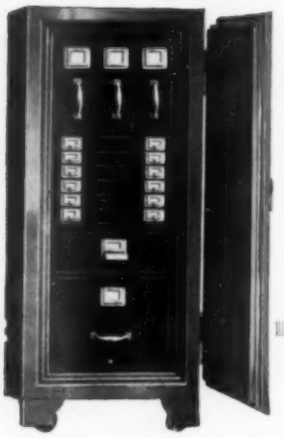


Unit Sections

FEW goods have selling possibilities equal to unit and wide sections of Van Dorn quality.

The live dealer who studies his customers' needs, finds sale after sale in enlarging and simplifying his customers' filing systems.

These elastic combinations of sections fill every need—card systems, legal blanks, contracts, documents, checks, electrotypes, etc.



Filing Safes

IF there is one thing a customer appreciates, it is the opportunity to build his equipment to fit his own particular and individual needs.

Van Dorn Filing Safes give him this freedom of choice. Each inside section he personally selects with your co-operation.

The different sizes of Van Dorn Filing Safes, therefore, are mighty popular among Van Dorn dealers.

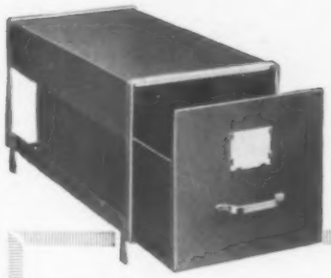
E E L

Lockers

DO you sell lockers?—or quick-adjustable steel shelving for factory, office and store?—or stationery cupboards?

Think of the profitable new customers some live youngster in your organization could develop for you with these three unusual specialties.

Use them as an entering wedge for opening up new accounts among stores, clubs, factories, warehouses, banks, and get the profit on big orders at the same time.



A Special in Transfer Cases

FOR a big Fall business push this Van Dorn Transfer Case.

Here are the talking points—26 filing inches or 5000 letters per drawer; frames of tough, steel bars, not channels; no bolts; a simple, quick, interlocking system; price—less than wood.

Desks and Chairs

VAN DORN *Simplicity - in - Steel* Equipment is the only line that gives the dealer both *chairs* and *desks* to match.

Perhaps this fact plus our steel waste-baskets and steel desk-trays shows why Van Dorn is "the one complete steel line."

THE Van Dorn COMPANY

METALLIC FURNITURE DEPT. CLEVELAND, OHIO

Your Sept. Bulletin in Office Appliances makes me want to know more.

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A Wonderful Record

has been made in the sale of *The New Woodstock Visible Silent Typewriter.*

The output is being increased as fast as new machinery can be acquired and yet the demand is ahead of the supply.

The Woodstock Typewriter *is Standard* in every particular and has *twenty per cent less parts* than any other standard machine. It is

Simple—Durable
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Territory is being rapidly taken on our new sales plan. *Dealers* and *agents* write for particulars.

Woodstock Typewriter Co.
WOODSTOCK, ILLINOIS

"Y & E" Receives Exposition Medal and Certificate.

It was announced nearly a year ago that the highest honor at the Panama-Pacific Exposition in the field of filing devices and office systems exhibited under actual school and office conditions had been awarded to Yawman & Erbe Manufacturing Company, of Rochester, N. Y.

Front and back of the Gold Medal awarded to "Y and E."

But it was only recently that the medal and certificate were actually received.

The "Y and E" exhibit really consisted of two exhibits, one being official and the other unofficial. The official exhibit was held in connection with a model business school, which was conducted at the fair for the purpose of showing the thousands of visiting business educators

This handsome document certifies that the Gold Medal Award was conferred upon "Y and E" for a "Complete Fling Equipment exhibited under actual School and Office Conditions."

and executives what great progress has been made in commercial education within recent years.

The unofficial exhibit consisted of the thousands of dollars worth of "Y and E" equipment that had been bought by the Fair Commission for use in their administration.

Oregon Typist Wins Accuracy Prize.

Miss Carlotta Ripley, a student in the Behnke-Walker business college of Portland, has successfully stood the Remington "error proof" test and has won the accuracy prize offered by the Remington Typewriter Company—a new Remington typewriter. This makes seven Remington operators who have won the Remington accuracy prize to date. Miss Ripley is the second student who has won the Remington accuracy prize. During the fifteen minutes of the test she wrote 923 words absolutely without error—an average of sixty-two words per minute. This is a new record for students in these accuracy contests.

Credit Where Credit is Due

How Burroughs direct-to-ledger posting saved the day for the credit manager of a big Philadelphia concern.

A desk piled high with orders used to be anything but an unmixed joy to the credit manager of the William H. Hoskins Company.

He liked to see business coming fast—but he knew what a job he had ahead in looking up doubtful credits.

It was impossible for the three bookkeepers to keep the 6,000 accounts posted up to date, especially around trial balance time. Of course, a daily balance on each active account was out of the question with pen-and-ink bookkeeping methods. The credit manager was "up against it."

Putting it up to the President

President Charles H. Marshall is an accepted authority on office methods and appliances. It didn't take him long to find the remedy for the difficulties confronting his credit department.

"Throw out pen and ink," said he, "and put in Burroughs direct-to-ledger posting."

The Burroughs Ledger Posting and Statement Machine reduced the bookkeeping load 33⅓% immediately. Two bookkeepers now take care of the work that formerly required the attention of three.

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FIGURING AND BOOKKEEPING MACHINES
PREVENT COSTLY ERRORS-SAVE VALUABLE TIME

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Burroughs

EXCERPTS FROM DECISION IN SHEAFFER INTERFERENCE CASE IN PATENT OFFICE

Establishing Priority of Pen Patents of the Local Industry.

Gathering of Testimony and Conducting of Case Occupied Long and Tedious Period---Means Much In Way of Recognition.

Reprint From THE EVENING DEMOCRAT, FORT MADISON, IOWA

Herewith is given a synopsis of the decision of the examiner in the pen patent case of Craig versus Sheaffer, wherein a litigation of long standing and expensive and trying trial work is determined in favor of the W. A. Sheaffer inventions. Directly the decision establishes the priority of the Sheaffer pen patents, and indirectly it removes a cloud from the future of the local industry which has risen far above any purely home commercial enterprise and now bears national distinctions and recognition unsurpassed by its notable competitors. The case has taken the examiners and the attorneys to cities of the north, south and central west. It has involved a deep study of the intricacies surrounding the patent privileges of a product which becomes a necessity in every home and office in the country. The ruling opens to the local factory and the local company the recognition of trade of the world and removes all restrictions on its development.

Examiner Stauffer, in closing his decision, makes a sweeping statement which leaves no doubt as to all the contentions of Mr. Sheaffer. He says: "Craig has very clearly failed to discharge the burden resting upon him. He has not established independent inventorship or disclosure to Sheaffer, and the circumstances in my judgment are all in favor of Sheaffer."

The case was defended by the Kraker Pen Company of Kansas City, which had assumed the interests of Mr. Craig. The case reverts to the month of January, 1912, at which time the local factory had already manufactured some 200,000 pens.

The entire decision of the examiner is far too lengthy for reproduction, but the following salient paragraphs are taken to give a clear idea of the discussion and the pertinent points involved:

* * *

Final hearing February 1, 1916, in the United States patent office. Patent interference No. 38392. Craig vs. Sheaffer, fountain pens.

Application of Harvey G. Craig filed April 9, 1914, No. 830,636. Application of Harvey G. Craig filed Feb. 27, 1914, No. 821,358. Patent to Walter A. Sheaffer, granted Nov. 24, 1914, No. 1,118,240 on application No. 749,522 filed February 19, 1913.

Mr. Rudolph Wm. Lotz and Messrs. Bacon & Milans for Craig, Chas. M. Bush of counsel, H. B. Willson & Co., and Messrs. Brown, Nissen & Sprinkle for Sheaffer.

This interference is between the applications of Harvey G. Craig, filed February 27, 1914, and April 9, 1914, respectively, and the patent to Walter A. Sheaffer, issued November 24, 1914, on an application filed February 19, 1913.

The invention in issue is an improvement on self-filling fountain pens in which an elastic ink reservoir is compressed by a bar which is acted upon by a lever pivoted in a slot in the pen casing. The end of the lever passes through a slot in an upper bar, and acts upon a second bar, attached to the first bar. Upon releasing the second bar, a partial vacuum is produced by the expansion of the reservoir, the same thereby being filled with ink. This invention is referred to throughout the testimony as the "double bar" pen, and is in this way distinguished from the "single bar" pen which the senior party manufactured before he began to make the double bar pen.

Craig in his preliminary statement alleges conception of the invention about December 15, 1912; disclosure by means of a crude embodiment about December 16, 1912, and the manufacture and marketing by Sheaffer about April 1, 1913.

Sheaffer alleges conception and disclose in January, 1912; disclose to Craig in November, 1912; and reduction to practice in February, 1913. He states that 200,000 pens involving the invention had been sold.

This case is one of originality rather than of strict priority; only one invention has been made, and the real question is, who is the inventor thereof?

Walter A. Sheaffer, the senior partner, is forty-seven years old, and had been working as a jeweler for thirty years when he began the manufacture of fountain pens early in 1912. A considerable part of this time was spent at the bench, and his testimony (Q. 94) and the testimony of Julius L. Schnell (rebuttal Qs. 222-227 and 391-392) shows that he was an experienced tool maker and metal worker. A patent was granted to Sheaffer upon the "single bar" pen on August 25, 1908, No. 596,861. Prior to the date of conception alleged by Craig, Sheaffer had filed three other applications for patents for inventions in fountain pens, upon which patents had either been issued or have since been granted. (No. 1,046,660, filed March 21, 1912, issued December 10, 1912; No. 1,064,098 filed March 21, 1912, issued June 10, 1913; No. 7,114,052 filed November 18, 1912, issued October 20, 1914.)

Harvey G. Craig, the junior party, after leaving school in 1908 or 1907, was employed for about nine months by the Brown Shoe Company of St. Louis, Mo. He then became a clerk in the Adams Stamp and Seal Co., of St. Louis, Mo., with which employers he remained for about six years, spending most of the time in the pen department selling and repairing fountain pens. In 1908, he spent a short time in the retail pen store of the Waterman Fountain Pen Company in New York City doing some repair work.

As stated above, the question to be here decided is that of originality rather than priority of invention. As is usual in such cases, the testimony is in many respects conflicting, but upon many points the parties agree, and as to these it will not be necessary to analyze or discuss the testimony in detail. Certain models were made in the winter of 1912-1913. The parties differ in some respects as to who worked upon these models, and as to the time they were made; but they agree they were completed between December, 1912, and February, 1913, Sheaffer, with the knowledge of Craig, took steps in February, 1913, to patent the invention in his own name. Although Craig knew this, he did not himself file an application, or take any steps to protect his rights, until more than a year thereafter, during which period he remained in the employ of the Sheaffer Pen Company. During this period, the company made and sold a large number of pens embodying the issue here in controversy.

Craig contends that he conceived the idea shortly after he entered Sheaffer's employ in November, 1912; that he disclosed the same to Sheaffer; and that the models made in the winter of 1912-1913 were the result of this conception and disclosure. Sheaffer admits that the models were made at or about the time claimed by Craig, but asserts that they were made as the result of his own independent conception. He denies any disclosures from Craig, but on the other hand contends that he directed Craig, as an employe, to make the models from which the invention was finally developed. He not only denies that Craig disclosed the invention to him, but claims conception of the issue as early as January, 1912, long prior to the time that Craig had any connection with the business.

Inasmuch as Sheaffer claims an independent early conception, and has introduced evidence to support this claim, this matter will be first consid-

(Advertisement.)

ered, for if this contention is established, Sheaffer cannot under any circumstances be considered to have secured the invention from Craig. Sheaffer claims to have first disclosed his invention to Julius L. Schnell in January, 1912, in the latter's office in New York City. Schnell is a manufacturer of fountain pens and parts thereof, and has been engaged in the business for many years. Sheaffer in January, 1912, went to see Schnell in regard to parts of his so-called single bar pen. He testified that while he was there, he described to Schnell the two bar structure here in issue as an improvement over his earlier construction. The disclosure was made by means of sketches and by a so-called Duryea bar which was found in Schnell's office. This disclosure is corroborated by Schnell in every particular. Schnell was the first witness called on behalf of Sheaffer, and he describes the structure which Sheaffer showed him in January, 1912. He was not cross examined by Craig but was subpoenaed as a witness for the junior party in rebuttal, and questioned at great length concerning the invention. His knowledge of the construction appears to be definite, and his testimony shows that he had a clear understanding of the proposed arrangement. He not only testified to the date from memory, but fixes the time by certain charges against Sheaffer made on his books for samples supplied at that time. Some effort has been made on behalf of Craig to discredit Schnell's testimony, but after a careful consideration of these matters, the conclusion must be reached that he was a candid, straightforward witness and in an honest and conscientious manner aimed to give all the information in his possession. There seems to be no substantial reason why full faith and credit should not be given to his testimony. Inasmuch as his testimony fully supports the disclosure testified to by Sheaffer, it must be held that Sheaffer has established a conception of the invention as early as January, 1912.

However, as stated above, the testimony of Schnell must be regarded as establishing conception by Sheaffer as early as January, 1912. Since this was prior to the employment of Craig, and since Craig doesn't claim to have effected any actual reduction to practice except that produced by Sheaffer early in 1913, Craig cannot prevail, and further consideration of the very large and involved record is really unnecessary. However, assuming that Sheaffer has not proved conception prior to the entry of Craig into his employment, still it is not believed that the evidence justifies the conclusion that Craig independently produced the invention. On the other hand, it would have to be held that evidence shows the junior party derived his knowledge from Sheaffer. As stated above, the burden of the proof is heavily on Craig. Sheaffer was a man of experience in the manufacturing of pens. Craig was an employe occupying a subordinate position. The burden therefore is upon him not only because he is the junior party, but because of the rule that where an invention is claimed both by an employer and an employe, the burden is usually on the employe to establish the superiority of his claim (Robinson vs. McCormick, 128 O. G. 3289; 29 App. D. C., 98.)

As often happens in cases of this class, no third party was present at the time either claims to have disclosed to the other. Such cases must therefore usually be decided upon the circumstances and other actions of the parties. These, however, are sometimes more important and convincing than direct testimony. These circumstances are in this case in favor of Sheaffer, and they tend to show that Craig's claim is an afterthought, produced or stimulated perhaps by George M. Kraker. Reference will be made to some of the circumstances.

Both Craig and Kraker knew that Sheaffer came east in February, 1913, to file an application for patent, and they both knew that at that time he made arrangements for manufacturing the double-bar type of pen. They also knew that the actual sale of pens involving the issue was begun in April of that year and continued thereafter. Yet neither party made any protest to Sheaffer, and Craig made no claim to the invention. Kraker was at that time a stockholder in the corporation, and continued so until January, 1914. Even when he sold his stock, he made a contract with the Sheaffer company for an exclusive agency for Kansas City and vicinity. The Kraker Pen Company was organized in August, 1914, and Kraker entered its employ in January, 1915. Craig continued with the Sheaffer Pen Company until January or February, 1914, when he left at the instigation of Kraker and shortly thereafter made connections with the Kraker Pen Company.

If Craig really regards himself as the inventor of this matter, it was clearly his duty to assert his rights as soon as he knew that Sheaffer laid claim to the invention. But no such claim was made. On the other hand, he let Sheaffer proceed with his manufacturing and selling arrangements without taking any steps whatever to defend his alleged rights. And it is not until a year thereafter and after the invention has proved to be a commercial success, that we find Craig taking any active steps to patent the invention, and then only at the instigation of Kraker. Such delay in behalf of a party whose vital interests are at stake, is always evidence that the claim is an afterthought, the result of some changed purpose, connections, or interests. The effect is always discrediting to the claim; for such are not the normal and reasonable actions of men. And it is only when there is some compelling reason for the delay, or there is the clearest kind of evidence that the invention was in fact made by the delayed claimant, that such claim can be sustained. The books contain numerous cases of this kind, and the decisions are uniform to the effect that where a party fails to claim the invention when it is his duty to do so he will not thereafter be permitted to defeat another, except by evidence of the clearest possible character (Lloyd vs. Antisdell, 95 O. G., 1645; 17 App. D. C., 420; Scott vs. Scott, 98 O. G., 1650; 18 App. D. C., 490; Thibodeau vs. Hildreth, 117 O. G., 602; 25 App. D. C., 323.)

Moreover, as stated above, Craig's claim to the invention was not made until January, 1914, nearly a year after he knew Sheaffer had filed his application, and then only at the suggestion of Kraker. In January, 1914, Sheaffer acquired Kraker's stock in the Sheaffer Pen Company, but Kraker was at that time given the exclusive agency for a certain territory. Craig was still in the employ of the Sheaffer Pen Company, and had not as yet given any idea of his intention to claim the invention. But after the sale of the Kraker stock, the situation immediately changed. Kraker directly after this took Craig on a trip to Burlington, Ia., and at that time talked with him about the invention, and entered into some preliminary contract or agreement with him to fight the Sheaffer claim. Craig immediately returned home, and Kraker went to Chicago to consult counsel, his present attorney (Kraker XQs. 125-145). Shortly after Craig suddenly left the employ of the Sheaffer Pen Company, went to Chicago to execute his first application, and thereafter connected himself with the Kraker Pen Company at Kansas City. His second application was filed somewhat later. Subsequently Kraker's contract with Craig was transferred to the Kraker Pen Company. This, thereafter, is apparently the cause of the interest of Kraker in the matter; and it is apparently because of his desire to control either directly or indirectly the double-bar pen that led Craig to file the application therefor.

But although his applications were filed early in 1914, no claims were then made which, in the examiner's opinion, served to justify an interference, and the Sheaffer patent issued November 24, 1914. Shortly thereafter, amendments were made to the Craig applications copying claims from the patent, and demanding the institution of interference proceedings.

No attempt will be made to discuss in detail all of the incidents and circumstances which seem to require that the case be decided in favor of Sheaffer. Those above referred to are sufficient to show that under the circumstances here presented, Craig has not established his case. However, one other will be added. There was another interference between these parties, namely, No. 37505. This involved Craig's application No. 821,358, also involved herein, and Sheaffer's application No. 732,087, not patent No. 1, 114,-052. This was directed to certain other features of the pen. But the application of Sheaffer upon which the said patent issued was filed before Craig entered the employ of the Sheaffer Pen Company, that is, on Nov. 18, 1912. Notwithstanding Craig claimed certain of these features, his preliminary statement set up conception as of a later date, and judgment was entered against him. Craig explains that this matter was claimed by him through inadvertence, and therefore ought not to have any effect on this controversy. While the incident may not operate seriously against Craig, it shows a lack of care on his part in the preparation and execution of his applications.

Craig has very clearly failed to discharge the burden resting upon him. He has not established independent inventorship or disclosure to Sheaffer, and the circumstances in my judgment are all in favor of Sheaffer; and judgment will therefore be entered in his favor.

Priority of invention of the subject-matter in issue is hereby awarded to Walter A. Sheaffer, the senior party.

Limit of appeal, Sept. 22, 1916.

H. E. STAUFFER,
Examiner of Interferences.

Aug. 22, 1916.

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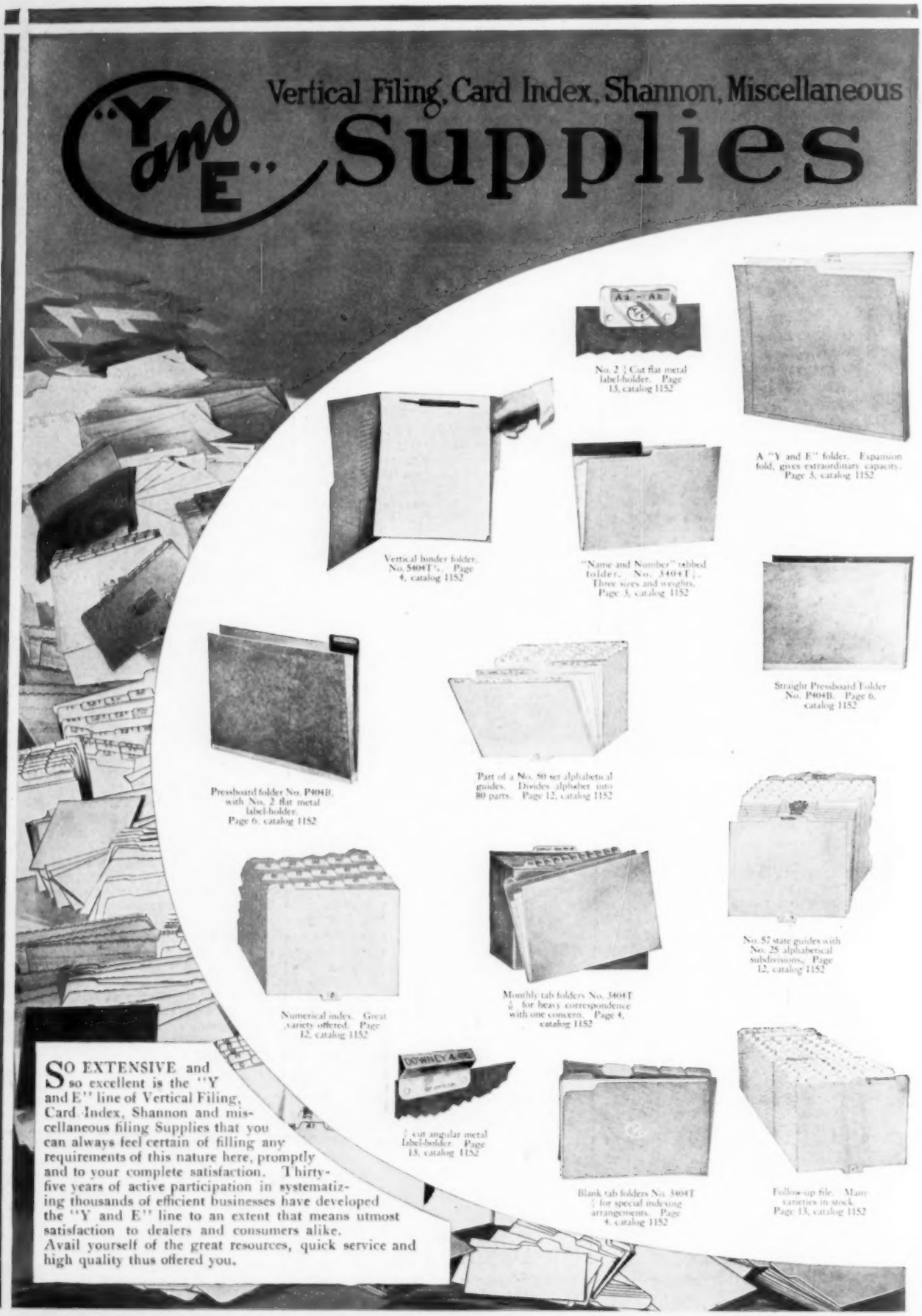
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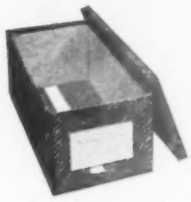
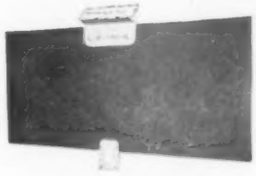


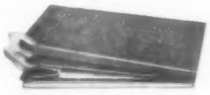
Style "A" set-up vertical transfer case. Bill-size 70, Letter-size 71 (shown), cap-size 72. Page 20, catalog 1152

VertileX desk file. No. 193. Page 20, catalog 1152

Blank tab guides, ½ (shown) and ¼ cut, for special indexing arrangements. Page 12, catalog 1152



Red Pressboard check file guide with angular metal label-holder. Page 27, catalog 1152



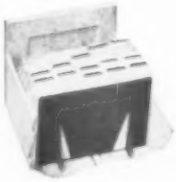
Style "A" Knock-down vertical transfer case. Bill-size 73, Letter-size 74, cap-size 75. Page 20, catalog 1152

Building a stack of drawer-style transfer cases. Nos. 76, 77 (shown), 78. Page 22, catalog 1152

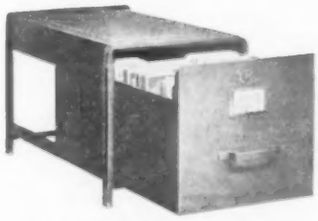
Check file transfer case. No. 98. Page 25, catalog 1152

½ cut grey pressboard check file guides with ½ inch blank tabs. Page 27, catalog 1152

Vertical transfer uprights. Nos. 702, 704 (shown) 706. Page 24, catalog 1152



Adaptable metal compressors for use in transfer cases, etc. Bill-size 762, Letter-size 774, cap-size 786. Page 25, catalog 1152



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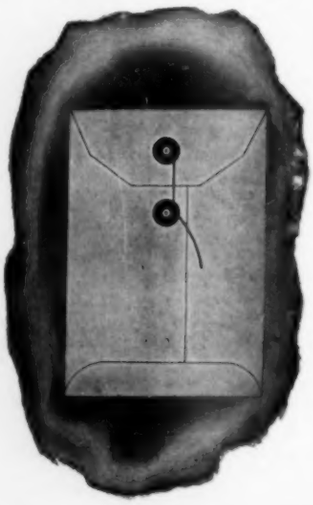


Pre-Convention Registration Large.

Just as the last forms of the present issue of Office Appliances were about to go to the pressroom came a letter from Ivan E. Allen, president of the Atlanta, Ga., Stationers' Club, giving some interesting and important information concerning the pre-convention registration at the Piedmont and Ansley hotels, the headquarters at the coming convention of the National Association of Stationers and Manufacturers on October 9 to 12, inclusive. Mr. Allen encloses a list of 200 members who have already made their reservations. He says:

"I believe these 200 names, which is a list up to the first of September, is larger than any pre-convention list in the past, and the personnel, both ladies and gentlemen, is everything that could be expected. You will note that the distance from Atlanta has not affected the attendance. They are literally coming here from all over the United States. This is truly going to be a national convention.

"The Piedmont hotel and Ansley hotel are designated as 'headquarters' hotels because they are just across the street from each other and both are large, modern ten-story fireproof hotels. Mr. and Mrs. Bellman will be at the Piedmont hotel and the registration office will be there, but the day business meetings will be at the Ansley hotel and the exposition of forms, fixtures and stores will be at the Ansley.

"The Winecoff hotel is a newer hotel than either of these and is just one block north. It is a fifteen-story fireproof structure. It, too, is a little "jewel box" of a hotel.

"The Georgian Terrace is a tourist hotel and is about a half-mile farther out Peachtree, the main residential street of Atlanta.

"The Majestic hotel is only two blocks from the headquarters hotels, and many of the stationers will be there also. It is a modern fireproof establishment.

"There will be no raise of hotel rates at this convention. John M. Cooper, of Foote & Davies Company, this city, is chairman of the hotel committee."

Following are the names of those who have made reservations up to September 1:

Piedmont Hotel.

Brainerd, Mr. and Mrs. G. W., Holyoke, Mass.; Mitchell, C. L., Topeka, Kans.; Bellman, Chas. N., Toledo, O.; Doolittle, Mr. and Mrs., Syracuse, N. Y.; Seymour, F. P., Syracuse, N. Y.; Chaplin, Mr. and Mrs. W. J., Syracuse, N. Y.; Wood, Mr. and Mrs. John P., Cleveland, O.; Morse, Mr. Frank B., Muskegon, Mich.; Wadham, C. K. and wife, New York City; Baer, Mr. and Mrs. Edwin I., Canton, O.; Kral, J. S., Cleveland, O.; Bodenhamer, Mr. and Mrs., New York City; Cogswell, W. H., Charleston, S. C.; Soll, Mr. and Mrs. E. H., Columbus, Ohio; Severance, Mr. and Mrs. Frank, Kansas City, Mo.; Pitt, Mr. and Mrs., Kansas City, Mo.; Cottrell, Mr. and Mrs. D. W., Harrisburg, Pa.; Schermerhorn, Mr. and Mrs. J. H., Jersey City, N. J.; Cobb, C. C., Toledo, Ohio; Shelton, J. E., Toledo, O.; Ewing, R. W., Birmingham, Ala.; Chumley, Mr., Birmingham, Ala.; Anderson, Mr., Birmingham, Ala.; Jacquin, N. J., Peoria, Ill.; McClellan, H. A., Youngstown, O.; Smith, L. A., Youngstown, O.; Galbraith, W. W., Youngstown, O.; Rockwell, H. R., Rochester, N. Y.; Selmin, Mr., Rochester, N. Y.; Childs, Mr. and Mrs. A. H., Chicago, Ill.; Courts, George M., Galveston, Texas; Messrs. Hall and McChesney, Syracuse, N. Y.; Griffin, Mr. and Mrs. B. M., New York City; Lockwood, Mr. and Mrs. Millington, Buffalo, N. Y.; Wilson, Mr. and Mrs. R. B., Chicago, Ill.; Fargo, Mr. C. R., Chicago, Ill.; Davison, J. H., Chicago, Ill.; Mandeville, George, Mr., Chicago, Ill.; Harder, Mr. and Mrs. E. Y., Chicago, Ill.; Waddy, W. P., Richmond, Va.; Jonce, Mr. Ralph, Richmond, Va.; Burgoyne, Mr. and Mrs. S. J., Philadelphia, Pa.; Wetmore, Mr. and Mrs. L. C., Rochester, N. Y.; Bailey, F. W., Boston, Mass.; Waddington, H. N., Boston, Mass.; Barkerdong, A. H., Boston, Mass.; Ewing, J. E., Boston, Mass.; Armstrong, J. R., Boston, Mass.; Pierson, Mr. and Mrs. J. Ogden, New Orleans, La.; Friser, Mr. and Mrs. H. A., Philadelphia, Pa.; Dunn, Mr. and Mrs. D. E., Philadelphia, Pa.; Johnson, Mr. and Mrs. Evans, Chicago, Ill.; Walsh, Mr. and Mrs. Frank, Philadelphia, Pa.; Cooke, C. S., Brooklyn, N. Y.; Abrams, A. B., New York City; Loomis, E. C., Chicago, Ill.; Nichols, R. P., Dalton, Mass.; Allison, R. E., Americus, Ga.; Frankenthal, Milton, New York City; Fera, Henry, New York City; Stafford, W. S., New York City; Braesser, Mr., New York City; Hermes, Mr., New York City; Brudette, M. S., Martinsburg, W. Va., Gilette, Robert, So. Hadley Falls, Mass.; Van Hart, Frank S., Camden, N. J.; Eldridge, W. E. and Mrs., Savannah, Ga.; Graff, Mr. and Mrs. George B., Boston, Mass.; Bauer, Mr. and Mrs. Ralph B., Lynn, Mass.; Haupt, Mr. H., New York City; Youse, Mr. Wm. G., Sandusky, O.; Damon, George E. and wife, Boston, Mass.; Southworth, Mr. M. D., Mittineague, Mass.; Hamlin, G. E., Syracuse, N. Y.; McMillan, H. O., Syracuse, N. Y.

World's Finest Office Building Equipped With SAFE-CABINETS

The Merritt Building, Los Angeles, California, owned by the Pacific States Corporation, is, to date, the finest office building in the world. It is white marble, trimmed with bronze and gold and silver. The offices are finished in California mahogany, the most costly obtainable.

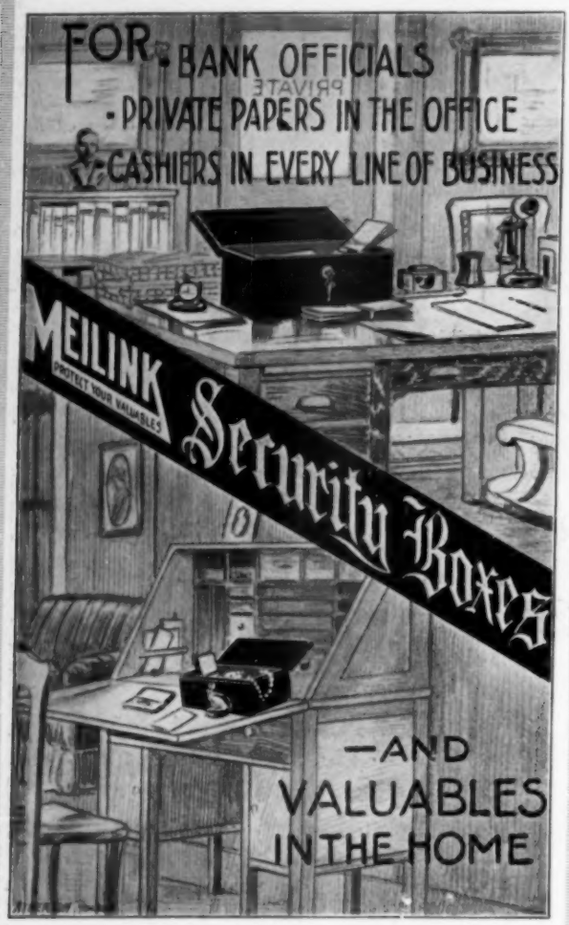
The proprietors demanded SAFE-CABINETS after having been convinced, beyond question, that our product is the most practicable protection they could secure against fire and theft. They wanted their tenants to have what they believed to be the best for the safe keeping of their vital records.

Sales of this kind mean big profits, and there are many similar sales to be made. Why not get into line NOW and sell SAFE-CABINETS? Get our proposition to live dealers TODAY.

THE SAFE-CABINET CO.

Originators and sole manufacturers of THE SAFE-CABINET

Marietta - Ohio



Prepare Now For Your Fall Trade

October, November and December have always been the banner months for Security Box Sales.

Get your order in early—shipments later, if you wish—but don't wait until the holiday re-order rush.

Meilink blazed the trail for high-grade boxes and is still the leader of the field.

The line this fall is better than ever, with reinforced corners — welded, not rivetted.

The most attractive box made.
Ask for Circular 1103.

The Meilink Mfg. Co.
Toledo, Ohio

Winecoff Hotel.

Davis, Willard M., Kingstown, N. Y.; Gerry, Theo. L. C., New York, N. Y.

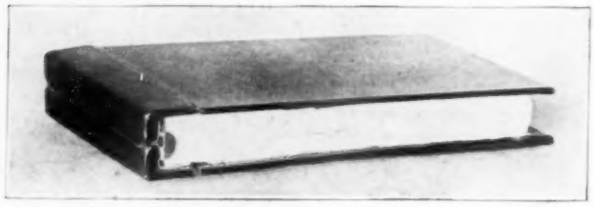
Ansley Hotel.

Archibald, Mr. and Mrs. D. K., Brooklyn; Williams, Mr. and Mrs. W. A., Brooklyn; Huber, Mr. and Mrs. Edward, Brookyln; Faber, Mr. and Mrs. E., New York; Rogers, H. N., New York; Lent, Chas. A., New York; McDonald, J. Frank, New York; Bernegau, C. M., Hoboken, N. J., Focock, F. A., Hoboken, N. J.; Brewer, John, wife and daughter, New York; Cahalane, D. C., New York City; Drew, Horace, Jacksonville, Fla.; Dewberry, J. R. and wife, Birmingham, Ala.; Einstein, Jas. H., New York City; Geyer, Andrew and wife, New York City; Goldstein and one, Monroe, Mich.; Gibbs, Fletcher B., Chicago, Ill.; Jones, Ralph, and wife, New York City; Kennedy, Wm. J., St. Louis, Mo.; Moore, Mr. and Mrs. R. S., Cincinnati, O.; Timberman, O. J., Cincinnati, O.; Fatterson, Robt. D., St. Louis, Mo.; Redington, W. H., Chicago, Ill.; Sitos, B. F. and wife, Charleston, S. C.; Stephens, C. A., Chicago, Ill.; Steinmuller, Theo., Baltimore, Md.; Small, Chas., New York City; Berlin, W. D., New York City; Bardenheur, William, New York City; Selden, John, Holyoke, Mass.; Simpson, Roy J., Chicago, Ill.; Towne, Frank B., Holyoke, Mass.; Van Hise, A. S., New York City; Baxter, H. R., New York City; Sanborn, Mr., New York City; Perry, B. F., Cincinnati, Ohio.; Thompson, Jas., Cincinnati, Ohio; Brokaw, Mr. and Mrs.; New York City; Carter, Richard B. and wife, Boston, Mass.; Falconer, Chas. E., Baltimore, Md.; Finegan, E. H., Herkimer, N. Y.; Logan, Wm. C., Jacksonville, Fla.; Russell, Robert S., Cambridge, Mass.; Stacy, H. A., Evanston, Ill.; Sites, B. F. and wife, Charlestown, S. C.; Mr. and Mrs. E. D. Lines, Jamestown, N. Y.; Moore, R. S., Cincinnati, O.; McMeans, M. S., Birmingham, Ala., Spalding, George M., St. Louis, Mo.

Interesting Loose Leaf Ledger.

There has just been placed upon the market by Krag & Co., Chicago, a new loose leaf ledger which, while moderately priced, is claimed by the manufacturers to be stronger than other binders of its type. This ledger is based on the Tengwall system of loose leaf mechanism.

The new binder is known as the Aladdin. The system provides for unlimited expansion both as to items posted to each account and as to the number of accounts. The



Aladdin Loose Leaf Ledger.

illustration shows the binder closed. To open, one presses the thumb bar, which opens all the locks and permits one to open the binder instantly at any point. The sheets on both sides of the point at which the binder is open remain in position and the binder may be closed as a bound book is with all sheets automatically locked by the mechanism in the act of closing the binder. The locking bar runs continuously through the binder from end to end and it is to this feature that the strength of the mechanism may be largely attributed.

Erik L. Krag, who heads Krag & Co., the inventor of the Aladdin binder, is the man who introduced the Tengwall file in America. It is this file which gave the loose leaf industry its first big impetus. Mr. Krag developed a loose leaf business which he conducted for a number of years until he sold out his interests. He saw the great possibilities in commercial steel furniture and entered that field. The business world, however, had not begun to appreciate the possibilities along this line and as Mr. Krag therefore interested himself in the construction of a voting machine. The loose leaf idea, however, was always prominent in Mr. Krag's thoughts and the new line which he is now manufacturing is the culmination of his years of experience. Last year Mr. Krag received and filled what is said to be the largest order for Tengwall files ever placed by an industrial concern. It was given on the basis of a hand-finished sample and was for 27,000 steel-backed binders, all of the same size.

The offices of Krag & Co. are in the First National Bank building, Chicago, Ill.

The Midget Outfit $2.50

The Midget Ledger is a De Luxe Outfit in every sense of the word. It is built for service, and it sells at sight because it instantly appeals to anyone as a big value for the modest price we have placed on it.

The **binder** has the popular telescoping back mechanism—with brass ferrules, and solid steel screws, with oxidized heads.

The **binding** is 8 oz. khaki canvas, with doubled and twisted threads, neatly finished in black ink. The boards are bevelled and round cornered.

The **leaves** are printed from new wax engraved plates on a good grade of all rag stock and are scored at the hinge to make them flat opening.

The **indexes** are vowel ruled on buff ledger paper. The tabs are art canvas.

The price of the complete outfit including 200 leaves, size 7 1/2 x 10 3/8 inches, is **$2.50.**

We will gladly send you a sample of the Midget outfit on approval.

Write for it today

Wilson-Jones Loose Leaf Company

Chicago and New York

Gleich's Handy Desk Jars

In 5 oz. and 8 oz. sizes. Filled with snow white paste. Unscrew the cap and the brush is ready for use. Paste will not dry in jar.

Gleich's Liquid Paste

This paste was subjected to a thorough test before being placed upon the market, and is guaranteed to be satisfactory. For use at office or home. *It will not mold nor separate.*

Put up in 2 oz. to 1 gallon jars. Now being sold by hundreds of first-class dealers.

We also manufacture high-grade inks in all colors.

The Commercial Paste Co., Columbus, Ohio

SNOW WHITE STICKS TIGHT

For mounting photographs, filing clippings, preparing dummies for booklets or advertisements, GLEICH'S VELVET PASTE is an adhesive of highest efficiency.

The paste is of **snow white** color—a soft, velvet consistency. It spreads smoothly and does not curl the paper.

It is put up in non-corrosive, neatly lithographed cans.

We have an interesting proposition to make to dealers and we shall be glad to send complete details on request.

THE COMMERCIAL PASTE CO.

533 South High Street, COLUMBUS, OHIO

PROMINENT IN STEEL FURNITURE INDUSTRY

Sketch of Career of M. Taylor Pyne, Jr., President, Fire-Proof Furniture and Construction Company.

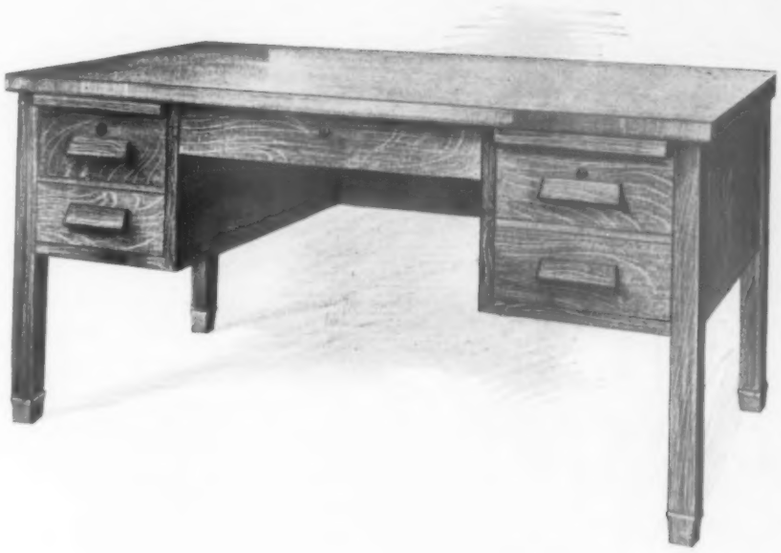
ALTHOUGH a comparatively recent entrant into the field of steel furniture, the subject of this sketch has already placed himself in the foremost rank of the men who are making steel furniture a vital commercial force throughout the country. M. Taylor Pyne, Jr., decided about two and one-half years ago that he would like to go into a business combining manufacturing and selling. With this decision went a determination on his part to make a considerable personal investment in the field selected for his activities. After looking about the business field he concluded that excellent opportunities were presented in the manufacture of steel office equipment. He therefore became president and principal stockholder of the Fireproof Furniture & Construction Company, with large manufacturing plants in Miamisburg, Ohio, and selling agencies in many cities of the country.

Before Mr. Pyne went into the steel furniture business his family name was already nationally known, having become famous some few decades ago when Mr. Pyne's forebears were merchants and brokers in New York City. The Pynes were solid, conservative men whose labors took a national scope. They did much for the development of American business and the name has ever since been connected with the best in American commercial and financial life.

M. Taylor Pyne, Jr., is himself a graduate of Princeton University. He studied law at Columbia University, New York City, and afterwards served a considerable apprenticeship with the Farmers' Loan & Trust Company of New York City. This experience has been of much service to him in his work as head of the Fireproof Furniture & Construction Company. He is a young man of great energy, sound judgment and keen perceptions, who has the faculty of going directly to the heart of every matter which comes up for decision and stripping every problem to its essential features. This faculty of logical analysis and selection enables him to cope with comparative ease with the many problems which come to the desk of the head of so important an industry as that of the Fireproof Furniture & Construction Company.

The manufacture of steel office furniture is young, even for America, but already it is a giant in stature. Probably the automobile industry is the one other enterprise that has made mightier strides in the last two years. The latter has already gone far in covering its field, whereas the manufacturers of steel furniture have only begun to open up the possibilities in their line.

The Fireproof Furniture & Construction Company has already made some long strides on its own account since Mr. Pyne took the helm. The company recently purchased the U. S. Steel Furniture Company of Syracuse, N. Y., having a large manufacturing plant in that city,



We invite correspondence with dealers who are seeking the *best* in steel furniture at prices which are beyond competition.

Fire-Proof Furniture and Construction Co.

Miamisburg, Ohio

Makers of the Famous Security Steel Equipment

PRINCE GEORGE HOTEL

George H. Newton, Manager
(Formerly of Fifth Avenue Hotel, New York)

Fifth Avenue and 28th St., New York

THE PRINCE GEORGE is one of the most beautifully appointed hotels in New York. There are 800 rooms.

Every bedroom equipped with bath and shower. All Modern Conveniences. Cuisine Unexcelled. Prices Unequalled. In the Center of Shopping and Theatre District. Elevated and Subway One Block Distant.

Room and Bath, One Person - $2.00 and Up
Room and Bath, Two Persons- $3.00 and Up
Parlor, Bedroom and Bath - - - $5.00 and Up

its output being principally high grade desks and tables. Both the Miamisburg and Syracuse plants are at present working at full capacity. Very soon a large new plant which will be the last word in factories devoted to the production of steel office equipment will be in operation in New Jersey. The construction of this plant is at present being rushed so that it will be ready for operation about the middle of September. This will greatly increase the company's output.

"Pedestal" Typewriter Desks.

The Seng Company, 1450 Dayton street, Chicago, are the licensed manufacturers of a patented ball-bearing mechanism now used extensively in the construction of "pedestal" typewriter desks, so called because the typewriter, when not in use, is contained in one of the desk pedestals.

"Pedestal" typewriter desks are distinctive in that the machine and its convenient use are provided for without sacrificing the top of the desk. The flat top remains unbroken at all times and such articles as may be placed upon it need not be disturbed. The typewriter, resting on its own platform, emerges from the pedestal with first an outward and then an upward movement, automatically, and stops on a level with and adjoining the desk-top proper, usually at the right hand of the operator.

The features of convenience and economy in such a desk are obvious, particularly when the typewriter operator is expected to perform other clerical duties. The pedestal desk is, in fact, two desks in one—a typewriter desk and a clerical desk, each complete and independent of the other. High-grade office desks are frequently supplied with this equipment. Executives have occasions when they prefer using a writing machine themselves and professional people generally do so.

Of course, the pedestal typewriter desk could not have attained its present high degree of popularity with an inferior and unreliable operating device, and the mechanism made by the Seng Company has played no small part in the popularizing of the pedestal desk.

In a line of typewriter desks made by the patentees this mechanism became famous for its ease of operation; the "travel" of the machine and its platform out of the receptacle and up into writing position without possible injury to the desk; the rigidity of the support while the machine was in use; and a general excellence of design and construction which insured perfect action under all conditions.

The Seng Company states that this device is used by nearly all desk manufacturers and points to this as an indication that the popularity of "pedestal" typewriter desks will certainly increase.

New Bushnell Catalogue.

It is announced that the new catalogue of Bushnell's "Paperoid" filing containers, which was announced in the August issue of Office Appliances, is ready for distribution to the stationery trade. The company states that while the catalogue contains some revised prices, trade discounts remain practically the same, which tends to make the Bushnell line now more profitable to handle than ever before. The catalogue is known as No. 36, and is dated September 1. Dealers are invited to send for as many copies as they have salesmen and departments. Copies with imprint for distribution will be furnished on request to the Alvah Bushnell Company, catalogue department, 925 Filbert street, Philadelphia, Pa.

The Ajax Eyeletting Press

NOW READY——ALWAYS READY

A handful of loose eyelets — The machine does the rest

To bind contracts, specifications, letter files, booklets, samples, tags and tickets, correspondence, leases, insurance policies, reports, etc.

A Necessity for Every Office

An Automatic Magazine Machine

BUILT FOR SERVICE

Uses AJAX EYELETS only, in three sizes—long, medium, short—and will securely bind four times as much as any other hand operated machine.

It punches the hole, feeds and clinches the eyelet automatically with every operation of the lever. A PROFIT MAKER FOR LIVE DEALERS. A POSITIVE RE-ORDER PROPOSITION.

The Machine Appliance Corporation

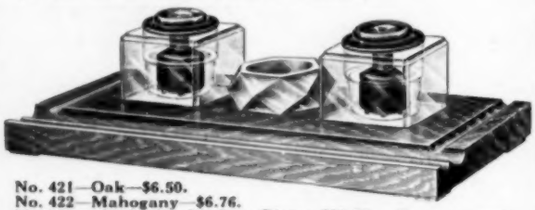
351 Jay Street **Brooklyn, N. Y.**

Offer these *First*

No. 81 — $1.50. The most practical and popular single inkstand on the market.

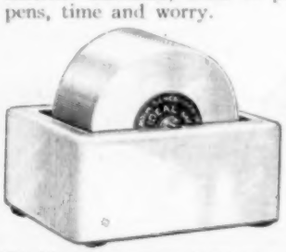
The Stationer occupies an important position in the business community. Not only is his store, as a business, one of the important factors in the city, but his opportunity to advance the interests and raise the standards of efficiency of his fellow business men is great.

Most men are unfamilar with office equipment, the use of which would make money for them. This is because their minds are occupied with larger mattters, and they take no notice of details. So the stationer or office supply man finds a splendid field for his services, as "guide to efficiency."



No. 421—Oak—$6.50.
No. 422—Mahogany—$6.76.
No. 220 — High Grade Cut Glass—$13.50. Seen on most Directors' tables, Bank Officials' desks, etc.

When an office boy or a clerk, or the head of the house, himself, asks for "An Inkstand," that is the stationer's opportunity. Offer a "Sengbusch" **first,** and show that, because it automatically closes air tight after every dip of the pen, making it absolutely dust-proof and non-evaporating, it is more economical for him to pay the price asked for a really efficient inkstand, than to pay less and waste ink, pens, time and worry.



The Ideal Moistener—$1.50. High class in every detail. An efficient and sanitary moistener for stamps, envelopes, labels, etc.

If you are asked for something to "lick the stamps; moisten fingers, gummed labels, envelope flaps, etc.," offer the Ideal Sanitary Moistener — explain its advantages over other methods—how it applies the right amount of moisture equally, surely, and easily—how the wheel revolves without resistance or noise —nothing to wear out —no rubber to become hardened or useless.

If the request is for "Some mucilage," or "A bottle of paste," show the B&S Mucilage Applier, and explain how handy it is because it never dries up. Its sale means subsequent sales of mucilage in tubes.

Nine times out of ten the stationer or his clerk, who takes advantage of these opportunities, will sell the article first offered, thereby conferring a favor upon his customer, gaining his faith and confidence toward future sales, and making a larger profit than would be made on cheaper articles.

B&S Mucilage Applier—50c. Fills a long felt want for a practical and sanitary way to use mucilage.

Write us today for our profitable proposition on these highly efficient office specialties—ask for the attractive circulars and "free trial" mailing cards, which are furnished gratis with your imprint—window display cards, etc.

SENGBUSCH SELF-CLOSING INKSTAND COMPANY
403 Stroh Building, Milwaukee, Wis., U. S. A.

Valuable Advice on Goods Not Ordered.

The trade has received a letter from M. Wulpi, commissioner of the Central Bureau of Affiliated Furniture & Casket Manufacturers, Chicago, stating the findings of the Washington Supreme Court. According to this decision there must be no delay in notifying the shipper of an error. To hold the goods for a considerable period of time without making complaint to the manufacturer indicates that the dealer has accepted the shipment.

In the case the Washington Supreme Court decided it appears that one of the dealers' salesmen had made a sale from the merchandise complained of. This fact the court held stopped the dealer from returning the goods.

The gist of the Supreme Court decision with a brief statement of the facts is as follows:

"A dealer upon opening a car of furniture claimed some goods ordered 'were not shipped' and some goods shipped 'were not ordered.' He brought suit in lower court for damages. Court held for shipper. Carried to Supreme Court which sustained lower court. It held:

"1. To recover on 'goods not ordered' it is necessary to prove he had notified defendant within a reasonable time after receipt. In this case not done.

"2. Shown that $50 worth of goods of this class were sold by plaintiff's salesman, showing an act of ownership, constituting acceptance even though not ordered.

"3. Upon discovery of 'goods not ordered' he should have accepted goods 'ordered' and rejected balance; or rejected all the goods, because of those 'not ordered'; or accept all the goods.

"4. The plaintiff having accepted the car, could not recover unless amount paid was greater than value of goods.

"5. If plaintiff received and accepted furniture equivalent of value of money paid, no balance would be due him on goods ordered but not shipped.

"6. In re failure to ship within specified time, and loss of profit on sales, it held that though such damages could be collected when reasonable certainty was proven, which was not in this case, the loss being shown as estimated.

"The dealer lost out on this and we commend the manufacturer for having 'gone to the bottom' with it. Too much tendency by dealers to 'contend.'

"It is well, however, to confine shipments to orders (written and signed), etc."

Clever New Zealand Filing System.

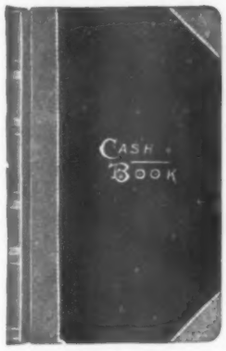
Office Appliances has had the pleasure of seeing demonstrations of a new system of binding various documents. This system has been patented in the United States and is being introduced here by H. C. Matheson, of Clark & Matheson, Auckland, N. Z. Mr. Matheson holds the power of attorney for the patentees of the system, Coulls, Culling & Co., Ltd., Dunedin and Wellington, N. Z.

The binder will hold any practical number of documents in a manner which provides for instant reference and insertion or removal of sheets, all documents being kept in fixed order at all times. When the file has been completed the whole may in a moment be bound together with a string which holds the material as securely as a bound book. The string does not show and the file becomes practically a bound book. The manner of fastening with the string is ingenious and permits of an impressive demonstration of simple efficiency.

Mr. Matheson also has a system which provides for perfect alignment of forms for the typewriter. This, too, is surprisingly simple.

Mr. Matheson is in America for the purpose of arranging for the manufacture of the systems which he represents. Correspondence for him may be addressed to the Chicago office of this magazine.

NATIONAL

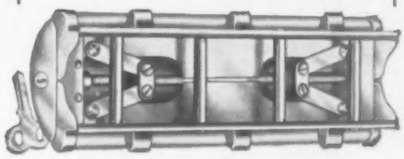


Cash Books

Every business, large or small, demands first, a Cash Book. The National line is sufficiently varied to meet all demands. There are nine stock sizes, made with from one hundred to eight hundred pages and with two, three, four or six columns. There is also a wide variety of bindings and several grades of paper with a corresponding range of prices.

Be sure to include these books with your next order.

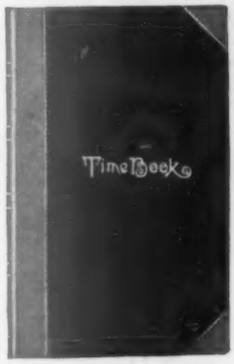
Royal Loose Leaf



Ledger Binder

For the customers who demand the best, the stationer should stock the Royal Loose Leaf Ledger. It combines both looks and durability. Made of first grade Russia and Corduroy over heavy beveled boards and with a back constructed entirely of steel. This Ledger has a cylinder lock with corrugated key. If absolute safety is required, it may be fitted with a Corbin Pin Tumbler Lock for an additional charge.

During these prosperous times, most firms can afford this Ledger.



Time Books

With all labor now employed, this is the time for every stationer to be sure that he has a complete line of Time Books. They may be had for Weekly, Fortnightly or Monthly Time-keeping systems, in bindings from imitation press board to full sheep.

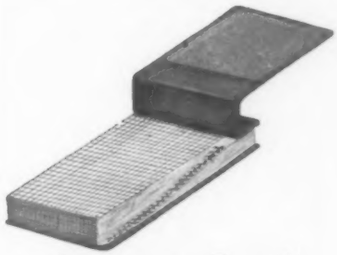
Save time by carrying a complete line of Time Books. Prices vary from $10 to $150 per gross. Ask for information and catalog.

SECURITY

Loose Leaf Ledger

This book answers the demand for a high grade medium-priced Ledger. Its mechanism is such as to give the greatest strength possible and no amount of handling will twist it out of shape. Bound in black Pig Grain Texhide and fawn Corduroy, indexes of buff Defendum Ledger paper, with 26 leather tabs, reinforced with linen stays. The Flat Key Locking Device is proof against picking. Choice of eight different ruled and printed Ledger forms.

Write for new price list.



Separate Leaf Post Books

These Separate Loose Leaf Books are a good salable line and should be carried by all stationers. Their strong points are the telescoping posts and nickeled spring locking clip. The hinge in the upper cover is made so that it will fold completely around the binding end and under the back cover, adding greatly to the convenience of the user. Its uses are unlimited.

The variety is such that details cannot be given here. Write for samples and full information.

RIVERSIDE

Loose Leaf Ledger

There is always the demand for "something just as good but a little less expensive." The Riverside Loose Leaf Ledger meets that requirement. The construction is of steel, the same as a higher-priced book, the difference being in the covers only. The Double Thread Blue Slate Canvas with Red Cowhide Corners used, makes a practical binding. In order to meet the large demand for just such a ledger the National carries seven sizes in this line. A strong, durable book for the money.

NATIONAL BLANK BOOK COMPANY

HOLYOKE, MASS.

REMANUFACTURED TYPEWRITER

A Guarantee *of* Excellence

The dealer in rebuilt typewriters places faith in the Ramer Trademark. He has good reasons for doing so, for

Ramer Remanufactured Typewriters

go through a complete manufacturing process, and no machine leaves our factory until it has been thoroughly tested to prove that it will give perfect service.

Send Your Orders Now

The Ramer Service does not stop with the production of a first-class article. All orders are given careful attention, and shipments go forward promptly.

WHOLESALE TYPEWRITER CO.

314-316 Broadway, New York, N. Y.

London: 136-137 Long Acre, W. C.

When Greek Meets Greek.

The Corona Bulletin of the Corona Typewriter Company, Groton, N. Y., relates an amusing story about how W. F. Sroufe, their New York manager, met William B. Walker, president of the Thermos Bottle Company, on the train and sold him a Corona typewriter. This story, which we present below verbatim, bears unmistakable signs of verisimilitude. The associate editor of Office Appliances, not to give anybody's possible age away, or anything like that, has known William B. Walker for something less than forty years, so it is a safe bet that W. B. and we are past the fair, fat age. Ever since "Bill" Walker and the rest of the kids used to play ball on the prairies about Cheyenne, we have known that he would get somewhere. He has. He is a fiend for work, and he could talk a red Indian out of the notion of taking a drink of firewater—and that is going some!

"Bill" Sroufe is a fine talker, too. We have known him several years, and would cheerfully back him with real money on a fair, straightaway course; but pitted against a human dynamo like his recent opponent, we would have our doubts. Anyhow, we will bet a big, fat Havana cigar—one of the heavenly kind that W. B. Walker hands you—against the hole in a doughnut that when Sroufe pocketed that order for a Corona machine he had his arms full of thermos bottles.

But here is the story:

"Mr. Wm. B. Walker, President of the American Thermos Bottle Company, recently chose a bad day for a trip to Atlantic City. In due course of time Mr. Walker found himself alone in the smoking compartment of his Pullman with W. F. Sroufe, Manager of Corona's New York office. Mr. Sroufe informs us that 'cigars were exchanged'—probably what happened was that Mr Walker gave Bill a cigar.

"Presuming upon the fact that the other was smoking one of his cigars, Mr. Walker related how fortunate he had been in discovering the principle of Thermos, which he explained with a show of learning calculated to abash Bill, was the Greek word meaning hot-cold. Bill listened for as much as two minutes without a word—his record—and then, presuming upon the fact that he was willing to take a chance on another man's cigar, started to tell Mr. Walker about Corona. Just to show Mr. Walker that he was not alone in his erudition, Bill informed him that Corona was taken from the Spanish word for crown. The fact that it was taken from the Latin rather than the Spanish was a small matter in Bill's eyes.

"At the end of thirty minutes, blue in the face and breathing hard, Mr. Walker gasped, 'I'm sold—send Corona to my N. Y. office.'

"This shows the high degree of salesmanship Mr. Sroufe possesses, but fails to state how many Thermos bottles he bought before putting the thing through."

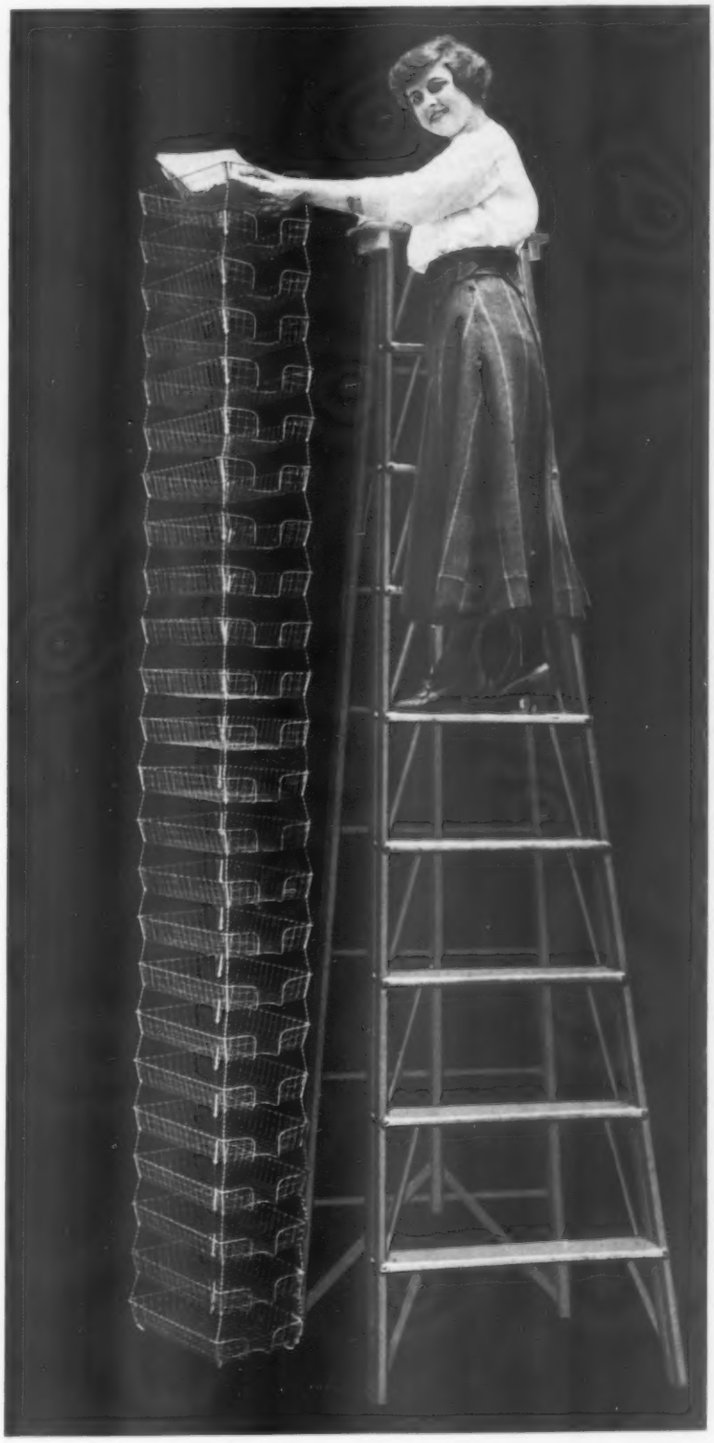
Believes in Newspaper Ads.

We have recently received a reprint of some newspaper advertising of the Timmins Stationery Company, Elkhart, Ind. This company is agent for several prominent office equipment lines and believes that the judicious use of newspaper space pays dividends.

The office staff of the San Francisco Remington branch made such a formidable showing in the recent "Preparedness Parade" that the local newspapers published large illustrations of the marching body. The stenographers' section was featured in the illustrations. The Remington marchers occupied a position in the parade as a unit of the Commercial Club.

Even This Is Not The Limit

You can build up "ACME BUILD-UP TRAYS" to any height of stack



You probably will not have occasion to use even as high a one as we illustrate herewith, but "ACME BUILD UP TRAYS" can be used as single letter trays or built up to any desired number of spaces. STRONG, SUBSTANTIAL and ATTRACTIVE in appearance.

They give the stationer a stock of "'space" baskets which is complete and takes up but little room.

When you have these in stock you are never "out of the size" wanted by customer.

They are shipped K. D. nested so that they save freight charges, enabling the stationer to deliver a better article at less price.

The "BUILD UP TRAY" is only one item in the complete line made by us.

We make

Letter Trays
Waste Baskets
Mail Baskets
Ticker Baskets
Space Baskets
Etc., Etc.

SEND FOR CATALOGUE AND PRICES.

Barbee Wire & Iron Works

180 North Dearborn Street **Chicago, Illinois**

DAVIDS' INK-O-GRAMS

Published by THADDEUS DAVIDS INK CO., Inc.
J. W. R. MERCKLE, ... President
R. R. ROWE, Vice President and Gen. Manager

BETWEEN YOU, MR. ROWE AND ME

"O gosh," says I to Mr. Rowe, "the Convention of the National Association of Stationers takes place at Atlanta on October 9th—and I've got to prepare copy in the vein of a convention. What will I write about? Now, let me see—."

"Why," says Mr. Rowe, "that's easy. Write about Davids' Inks and the Convention.

"What is a convention? An assemblage of the best minds in the stationery trade. Of course there's an object—that of bettering and furthering commercial conditions. In other words—how to PROFIT most—whether in finance, service or organization.

"Here's where we come in. Davids' Inks are an assemblage of the greatest variety of Inks and Adhesives of the better quality, embodying the same principles—profit, service and satisfaction.

"Simple, isn't it? Simply state facts. Tell them that we work on the principle that if a commercial stationer doesn't feature Davids' Products, we are both losers. **BECAUSE WE FIGURE THEIR INTEREST AS WELL AS OURS.**

"Also offer to send them INK-O-GRAMS, our house organ, which shows how our products are made. And—then, your story is done."

"Fine," answers I, "that's what I'll do."

And I've done it, haven't I? And, when you are at the Convention, you'll remember us, ask about us, talk about us—**and finally put in our line of Inks, Pastes, Mucilages and Sealing Wax for your Winter supply—WON'T YOU?**

The Advertising Manager
Thaddeus Davids Ink Co., Inc.

NEW YORK AND CHICAGO, U. S. A.

A Progressive Concern.

The Office Equipment & Supply Company, 117 South Twelfth street, Lincoln, Neb., is extending its territory to include the entire state of Nebraska. This business was taken over five months ago by the present proprietors, R. D. Latsch and J. E. Latsch, who already

R. D. Latsch, General Manager, Office Equipment & Supply Co., Lincoln, Nebr.

had some years' experience in the stationery and printing business. They have put in a splendid equipment and a large stock and are prepared to supply everything that an office or bank may need. Part of the equipment consists of the largest printing shops in the city of Lin-

J. E. Latsch, Manager Printing Department, Office Equipment & Supply Co., Lincoln, Nebr.

coln. It is intended that in the office equipment departments all orders must be filled immediately from stock on hand. The company keeps two men on the road in Nebraska almost constantly, while from eighteen to twenty employés are on the company's payroll.

Before becoming associated with the Office Equip-

What are You doing

to get your share of Christmas business?

We are busy creating consumer demand for LOOSE I-P LEAF Memo Books, Receipt Books, Engagement Books and other Ring Books, so that when you display these goods your customers will have the "buying impulse."

Last year many dealers in stationery made a nice profit from the sale of LOOSE I-P LEAF Christmas Specialties in Holiday Boxes. They used our window display materal, mail enclosures, and other helps locally, while we used the big magazines to tell folks where they could get the goods.

Those dealers won—big!

because they not only sold a goodly volume of LOOSE I-P LEAF merchandise, but they got folks in the habit of coming to their stores for Christmas gifts.

This year we've doubled up on our effort to send customers to you. Our dealer helps are snappier, the boxes are specially designed and we've added some new items that will interest your trade.

You can't lose—the plan was tested so thoroughly last year that it's a sure winner. Write us—now.

Get your share—this year

IRVING-PITT MANUFACTURING COMPANY
KANSAS CITY MISSOURI

ment & Supply Company, J. E. Latsch, who is in charge of the printing department, was connected with the Corer McKinzie Company of Omaha, Neb. R. D. Latsch, general manager of the company, acquired his knowledge of office equipment at the store of Harry Porter in Lincoln.

A New Die Stamping Press.

The "Osco" is the name of a die stamping press, a new pattern of which has just been gotten out. This press holds dies half an inch thick, up to 2x3½-inch on the face. The die head is guided by adjustable gibs, insuring a perfect register. The ball arm is six inches lower than on other presses. The head of the press has a cut thread which is said to be better than the cast nut heretofore used. The steel compression screw has a milled thread and hardened end. The press is said to be highly durable and easily and economically operated. It is manufactured by the Osco Machine Company, 185 Franklin street, Boston, Mass.

Stevens Point, Wis., Concern in New Factory.

The Alpine Stationery Company, manufacturers of school and writing tablets, have moved their entire stock and machinery into a modern factory building about one mile from their former location. The new building is 56x220 feet and has two floors and an outside boiler room. It is well lighted throughout, the factory space containing windows every two and one-half feet on either side. This will give them about triple the floor space they formerly had, and with the new equipment they are installing, will fully double the capacity of the plant, as well as permitting them to carry a large stock of manufactured goods.

A Useful Device.

L. S. Kallajian has favored us with one of his No. 4 telephone holders, which, clamped on to the desk telephone, affords the person receiving the message opportunity to use both hands. The receiver of the telephone is placed on the Kallajian hand, which brings the receiver and transmitter in hearing and speaking position. The construction of this device is high-grade in point of workmanship and finish, the device being nickel-plated throughout and made of a high quality of steel.

Those who may be interested in this device should address L. S. Kallajian, 1930 Washington street, Boston, Mass.

Charlotte, N. C., Plant Overhauled.

The Queen City Printing Company, printers and stationers, have recently overhauled their building and have taken over the adjoining building of the same size. The entire manufacturing plant has now been placed on one floor, which contains about 7,500 square feet of floor space. This enterprising house is also preparing to put in a very extensive line of office supplies and office furniture. For this purpose the company has floor space amounting to over 9,000 square feet.

We Stand Corrected.

In the item in our August number referring to John W. Messimore, assistant sales manager for the O. M. Edwards Company of Syracuse, Mr. Messimore's territory was given as from Ohio west and from Tennessee east. Mr. Messimore informs us that this was an error. His territory is the middle western and southern states.

Effective Use of Small Space in Newspapers.

The problem of newspaper publicity for the average office appliance dealer is largely one of getting the most in display and interest out of small space. This is probably the reason for the fact that such a large proportion of office appliance dealers do not make use of this powerful sales lever, because few of them have in their organization a man of the thorough advertising training which the effective use of small space demands.

Attractive Van Dorn Advertisement for Use by Dealers in Newspapers.

Realizing this obstacle and in line with their established policy for helping dealers, with vigorous and carefully printed direct mail matter, the makers of Van Dorn Simplicity-in-Steel and office equipment have broadened their

Five Examples of Effective Dealer-to-Customer Advertising.

service to include co-operation with their dealers in the matter of newspaper advertising.

The backbone of this progressive service is a series of small space electrotypes, samples of which are shown on this page; but they stand ready also to prepare layouts

Weis

Horizontal Line Sections

Answer Every Filing Purpose and Cost Less than Other Similar Devices of Equal Capacity

Thirty-three in all including a complete line of handsomely designed and substantially constructed Bookcases that intermember, also Compact Filing Sections that align and harmonize. Thru this varied assortment you have a wider range of choice to show your customers than in any other line. Sections may be selected and arranged to care for the filing of any standard business papers.

The Horizontal Sections proper are 34 inches long and 15 or 24 inches deep; the Compact Filing Sections are 18 inches long and 15 or 24 inches deep. Almost any floor or wall space can be economically equipped with one or both of these lines and other office furnishings may be nicely matched thru the use of the beautifully flaked Quartered Oak in Golden and Natural finishes and the ever popular Birch Mahogany.

As a dealer in filing arrangements you should become well acquainted with the Weis Horizontal Line. Considering its utility, appearance and price you will find it an easy seller and a profit producer. This line as well as other lines of filing sections and cabinets and innumerable office necessities are shown in our 196 page Dealers Catalog If you havn't one send for a copy today. Your request will be given prompt attention.

The Weis Manufacturing Co.

162 Union Street

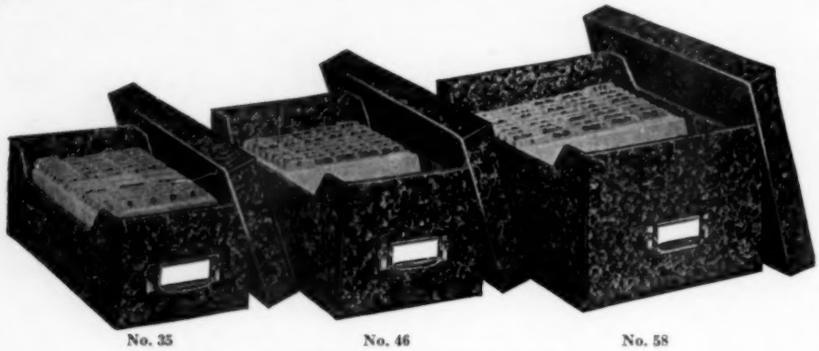
Monroe -:- Michigan

New York Office
368 Broadway

Chicago Display
511-515 S. Wabash Avenue

Seasonable Fibre

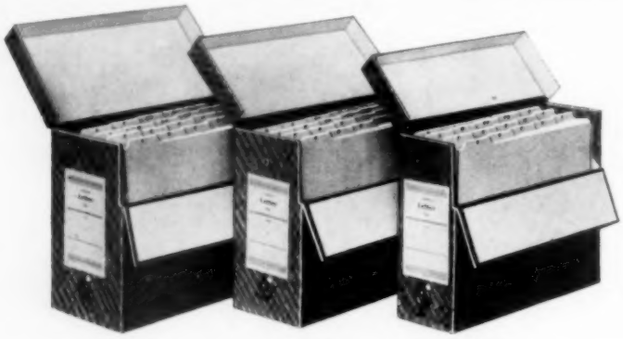
Stock up for Fall business now while there's opportunity



No. 35 No. 46 No. 58

Fibre Board Card Index Trays

Made as we make them are almost as serviceable as wood. Made of tough binder's board, with corners re-inforced with strong binder's cloth. Lined inside with black Skytogen paper and covered outside with black mottled marble paper. Have well-fitting covers and metal follow blocks to keep contents in vertical position. Made in 3x5, 4x6 and 5x8 Index Card sizes. One of the most salable fibre specialties we make.



No. 196 No. 195 No. 194

Fibre Board Letter Files

Made in Letter and Legal Cap sizes four, five and six inch depths as shown above. Lined inside with white paper; outside covered with marble paper. Fronts and Tops cloth hinged; corners strongly re-inforced. Excellent file for Correspondence, Bills of Lading, Unfilled Orders, Etc. Also furnished without indexes for transferring correspondence.

No. 235 No. 435 No. 635

Wood Cabinets with Fibre Drawers

These very durable cabinets often serve the purpose of more expensive files. Cabinets are made of stained hardwood with corner locked construction. Drawers are of tough fibre board with cloth re-inforced corners—like No. 35 trays without covers. Equipped with 25 division indexes but sent "without indexes" if so desired.

No. 49

Made like Nos. 35, 46 and 58, but designed to hold papers 4x9 inches in size such as Cancelled Checks, Notes, Drafts, Etc. Equipped with set 25 division indexes or 25 one-fifth cut, blank guides or sent "without guides" if so specified. Just the thing for stores or professional men who desire to file their cancelled checks as evidence of bills paid.

No. 225

Fibre Board Letter File

Very durably made of strong binder's board, corners re-inforced with black binder's cloth, covered with marble paper. Shipped knocked down, folded flat to 2½" in height. When set up file is 10" high, 11½" wide and 10¾" deep. Made in Letter size only. Very easily assembled without tools.

No. 475

Pull-Out Style Document Transfer Cases

Used for Documents, Vouchers, Envelopes, Etc. Very sustantially made of tough binder's board, corners re-inforced binder's cloth. Covered with black and white agate paper. Nickeled label holder and drop handle. Inside dimensions are 10½" high, 4¾" wide and 11½" deep.

Board Specialties

Sundry Items Salable Throughout the Year

The above illustration shows the compact form in which the Cap, Letter and Invoice knock-down style vertical files are shipped.

No. 653

A new tray for filing index cards 3 inches high and five inches wide. Made of tough binders' board, corners re-inforced, and hinged cover. Lined inside with black marble paper; covered outside with black binders' cloth. Has metal follow block for keeping contents in vertical position. A handsome, durable tray, equipped with set of 25 division guides and 500 ruled cards. Can be ordered "without guides and and cards" if desired.

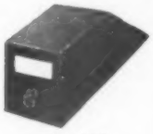
No. 458

A stained, hardwood transfer cabinet holding four 5x8 trays. These trays are made of binders' board with re-inforced corners, covered with buff paper. Have no follow blocks or covers. Outside dimensions of trays 6 inches high, 8⅝ inches wide and 16½ inches deep. Capacity about 1600 cards.

No. 646 made same as 458, but for 4x6 cards—six trays to the cabinet.

No. 3510 made same as 458, but for 3x5 cards—ten trays to the cabinet.

No. 1044



No. 4410

Pigeon Hole File Boxes, drop front or scoop style. Made of tough binders' board, re-inforced at edges and covered with black and white agate paper. Have label holders and ring for easy handling. Outside dimensions 4½ inches high, 4½ inches wide and 10 inches deep.

Letter Size — Legal Cap Size — Invoice Size

Vertical File Transfer Cases

Made of strong binders' board with corners and folds re-inforced with binders' cloth, Each case holds entire contents of Vertical File drawer. Have leather pull for easier handling. The assembling of cases is very quickly and easily done—no tools required. Made in Legal Cap, Letter and Invoice sizes and 20 or 25 inches deep.

No. 691 — No. 591 — No. 491

Fibre Board Transfer Cases

Made in Letter and Legal Cap sizes. Letter size in 4, 5⅛ and 6⅛ inch capacity. Cap size in 5⅛ capacity. Very compact, strong and handy transfer cases, much easier to handle than those of greater capacity. Dust proof. Have drop lid open side like those shown on opposite page.

Our national advertising in many high class publications creates a demand for Weis goods. You can reap the benefit of this advertising investment by carrying and selling Weis Office Necessities. Drop us a line today saying you are interested.

The Weis Manufacturing Co.

162 Union Street

Monroe -:- Michigan

New York Office
368 Broadway

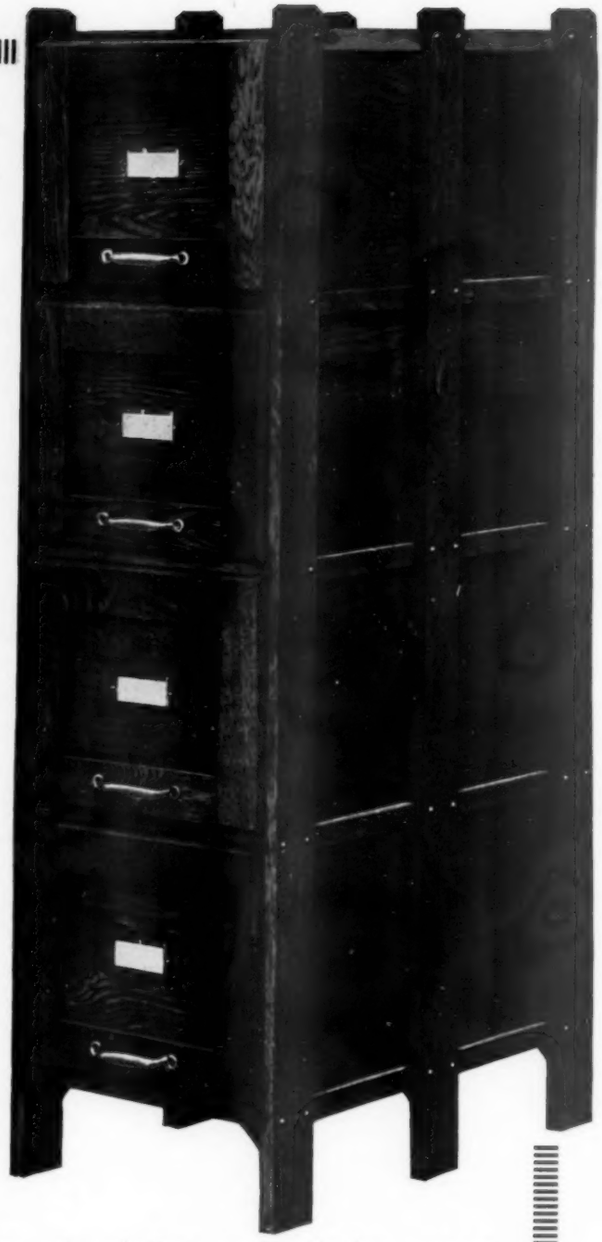
Address Mail to Factory

Chicago Display
511-515 S. Wabash Ave

A printing concern operating rotary presses had no satisfactory method of storing and properly indexing the many curved plates which they use. We were asked to arrange a system and

Weis "421" Line Cabinets

Met the Requirements



We cite this instance to you, Mr. Dealer, to show that this popular, sturdily constructed, solid oak line of cabinets can be used for purposes other than the mere filing of business papers. Perhaps in your town there are professional men or manufacturing concerns that need similar equipment but are not aware that it will answer their purposes. Our dealer's catalog (which is yours for the asking) shows nine kinds of stock drawers that may be arranged in a cabinet to meet many needs. Large advertisers and printing offices make constant use of our "4258" cabinet which is designed for the reception and indexing of original and duplicate printing plates and for properly filing samples of printing and printing papers. Why not keep these facts in mind—analyze the requirements of your local concerns from this new angle and endeavor to secure the business. We'll help if you'll just say the word.

No. 4258

The Weis Manufacturing Co.

162 Union Street

Monroe -:- Michigan

New York Office
368 Broadway

Made in Canada by
The Knechtel Furniture Co., Ltd.
Hanover, Ontario

Chicago Display
511-515 S. Wabash Ave.

Address Mail to Factory at Monroe

"St. Louis is the Place"

THE NATIONAL BUSINESS SHOW

At the urgent request of many firms after a lapse of four years The National Business Show will be held in the Coliseum for one week commencing Monday, December 4, 1916.

The time is most opportune, just previous to Annual Inventory when changes in "systems" of the various departments are made to increase efficiency for the next year's work.

St. Louis Business Houses are MORE PROSPEROUS than ever and will close the year with the BIGGEST INCREASE of their life.

Many new buildings will open next year and YOUR EXHIBIT at this show will give YOUR FIRM THE BETTER OPPORTUNITY OF GETTING these orders.

Free tickets of admission issued on request to all firms sending stamped addressed envelope for reply.

The price of space includes all necessary decorations, sign, floor covering, etc. For full information write or wire—

FRANK M. ROBINSON, Secretary-Manager
Coliseum, St. Louis, Mo.

The Business Men's League of St. Louis invite the Business Efficiency Manufacturers, Agents and Retailers of the country to participate in this show; also to give this city full investigation as to its advantages for factory locations.

Write us for information—we will be glad to receive and answer all inquiries.

THE BUSINESS MEN'S LEAGUE
510 Locust Street.

ACME No. 1 Binder

is one of the simplest and most efficient paper fastening devices sold, and it will bind thicknesses that cannot be handled by any other hand-stapling device on the market. The Acme No. 1 Binder is a lever action wire staple binder, strong and simple in construction. It holds one hundred heavy wire staples, binds to one-quarter inch, is equipped with our patented, anti-clogging device and can be fastened to the table or platform.

The staples used in the ACME machine are made from bright tinned steel wire mounted on poplar sticks, secured by best quality red rubber bands, passed thru gauges to insure uniformity, and are packed 5,000 in a box with directions for use printed on the labels.

The ACME No. 1 Binder may be used for binding commercial paper of all kinds and is used in thousands of business offices throughout the country.

Acme Staple Co., Ltd.

1643-1647 Haddon Ave.
Camden, N. J.

Canadian Representative—Ernst J. Scott & Co., 59 St. Peter St., Montreal.

European Agents—Progress Typewriter Supply Co., Ltd., 8-9 New Zealand Avenue, London, E. C.

Dealers: Write us at once for our special proposition which will help you to handle these binders successfully. They are specialties in which there is a large margin of profit. Any dealer will be well repaid for displaying and advertising these binders to his customers.

and reading matter for dealers desiring to use larger advertisements.

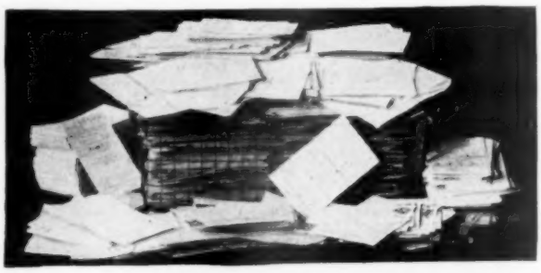
The distinctive feature of these advertisements is the forceful manner in which they utilize small spaces. Designed and written by the same men who prepare the effective national magazine advertising, they form an economical "link" for the dealer, making it possible for him to "cash in" profitably on the magazine space.

The accompanying illustrations show one of these forceful small space sales-makers and a group of the others in the series which illustrates the connective strength of the series.

The quick popularity of these advertisements among Van Dorn dealers shows that progressive merchants are prompt in grasping the attractive sales opportunities of newspaper advertising.

Conklin Pen Co. Gives Sales Helps to Dealers.

Many dealers throughout the country are preparing for an increased demand at the opening of school season for Conklin's self-filling fountain pens. Evidence of this will be found in the illustration on this page, showing a quantity of post cards and letters requesting free selling aids such as newspaper electros, window cards, slides, blotters, folders, etc., received thus far by the Conklin Pen Manufacturing Company.



A Stack of Requests from Conklin Dealers for Beginning of School Fountain Pen Advertising.

For several years the amount of advertising matter supplied without cost to dealers by the Conklin people has greatly increased. The 1915 opening of school season was a record breaker. This year the total amount of advertising matter requested has already exceeded by far the record established last year, with inquiries still coming in at a rapid rate.

A Valuable Book.

Francis Cooper has written a useful book entitled, "Financing an Enterprise." It is published by the Ronald Press, 20 Vesey street, New York, contains 530 pages and retails for $3.00 post paid.

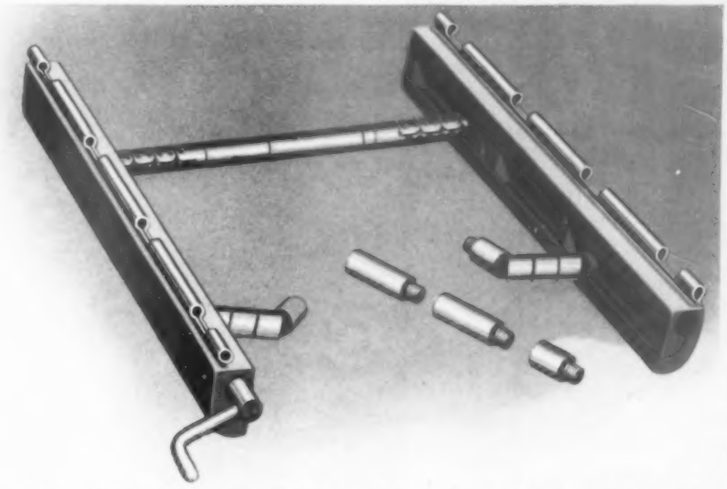
This work has the peculiar merit of being interesting as well as instructive. One would suppose that all an author could get out of such a subject would be a dry-as-dust treatise about as pleasant as a dose of medicine. On the contrary, however, there is a sprightliness and clarity of style and a wealth of incident and example in each chapter, so that, when one starts to read he follows the subject page after page, his attention held by the sheer interest which the author has imparted to his work.

Following the introduction, which is devoted to a discussion of the various enterprises and certain foundation principles of organization, the several subdivisions of the work are presented under the following heads: Investigation of an Enterprise; Protection of an Enterprise; Capitalization of an Enterprise; Presentation of an Enter-

ADCO B

"The Binder of Highest Efficiency"

HALF-CURRENT BINDER MECHANISM



Made only for $4\frac{1}{4}$ inches Center to Center.

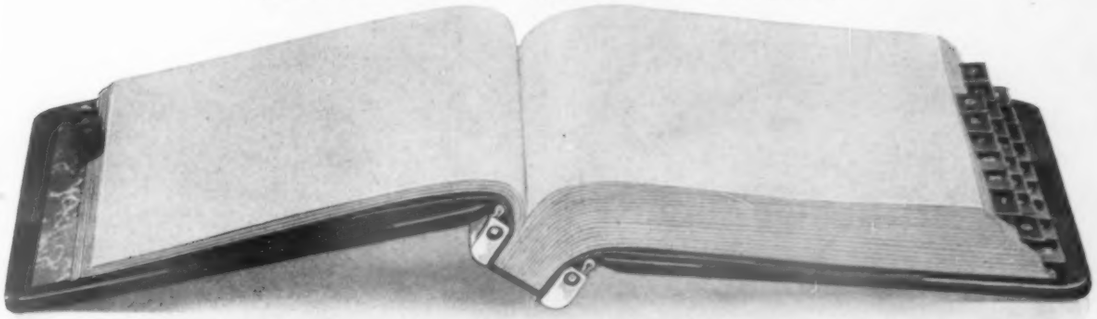
Our Half-Current Binder Mechanism is made for $4\frac{1}{4}''$ Center to Center with $\frac{3}{8}$ Chain-Sectional Posts, which securely holds leaves in alignment with extreme compression, the only means of obtaining this result, and provides unlimited expansion.

Patented May 30, 1916. Other patents pending. See page 3 in our new catalogue.

ADCO A

"The Binder of Highest Efficiency"

OPEN SHOWING WRITING SURFACES



U- S. Patents:
May 19, 1908.
Sept. 28, 1915.
May 23, 1916.

PATENTED

Canadian Patents:
Jan. 25, 1916.
Mar. 14, 1916.

Other patents pending. We protect our patents.

Any old leaf that you now sell will fit this binder and lie flat similar to a bound blank book, and holds alignment. ***Get our Catalogue.***

ACCOUNTING DEVICES COMPANY

EVANSTON, ILLINOIS

ABOUT COIN BAGS

The up-to-date dealer in office equipment appreciates the fact that coin bags offer excellent money making opportunities. They are used in quantities by banks, government offices, express companies, insurance concerns and practically every other business place that does any form of personal collecting or has occasion to use silver or other coins in the day's work. They are used extensively to carry deposits to the bank. The uses are so many that we cannot enumerate them all in a single advertisement.

Bemis Coin Bags

have been recognized as standard throughout the country for many years. The United States Government is careful to specify Bemis Bags. They are made of a quality which gives complete satisfaction to the user and which makes the customer a warm friend of the dealer.

An Attractive Plan

We have a special proposition for dealers which will interest you. It is not necessary to carry the bags in stock. We furnish them with your imprint, thus insuring repeat orders.

Write Us Now for Samples and Full Particulars

BEMIS BRO. BAG CO.

Cupples Station
ST. LOUIS, MO.
ESTABLISHED 1858

prise, and Special Features of Promotion. The several chapters are numbered consecutively from one to forty-one inclusive, and a valuable appendix covering the questions the investor should ask is presented.

Greetings to Captain Burtner.

Office Appliances has much pleasure in reproducing a likeness of Captain O. A. Burtner of Albuquerque, New Mexico, and reprinting the little sketch of Captain Burtner's activities which appeared in a recent issue of the "Royal Standard." Concerning Captain Burtner the "Standard" said:

"O. A. Burtner, whose picture we publish here, is the owner and active head of the Albuquerque Typewriter Exchange, Royal representatives at Albuquerque, N. M., and is one of the best known and most successful typewriter salesmen in the Southwest. He secured the Royal dealership rights for practically one-half the state of New Mexico in January, 1907, and through vigorous sales

Capt. O. A. Burtner, Representative of the Royal Typewriter Co., Albuquerque, N. M.

campaigns, he has brought the Royal typewriter into its own throughout his large territory. His success is remarkable but not exceptional, as dozens of Royal dealers, of like courage and activity, have done as well through the Royal typewriter."

A Field That Is Being Overlooked.

Attention is called to the fact that all of the banks and many of the larger business concerns use small cloth bags for handling money. These bags are known as coin bags and are made in denominations ranging from $5 capacity up to $10,000 capacity. Often people having use for these bags do not know where to obtain them.

Many of the larger stationers have built up a good business on these bags by causing their men to solicit coin bag orders when soliciting other orders from the banks and large concerns.

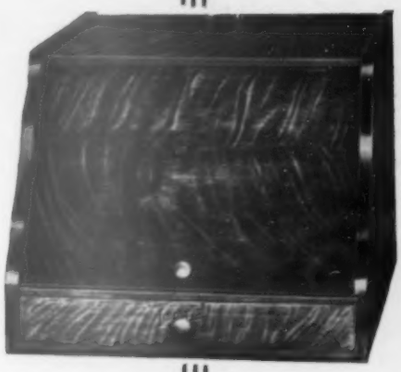
Particular attention is called to the fact that no investment is necessary to handle these orders. Bemis Bro. Bag Company, St. Louis, make a line of coin bags and equip the stationers with a complete line of samples in sufficient quantities for the stationery salesmen. The or-

Bigger Profits

Imperial Desk Specialties

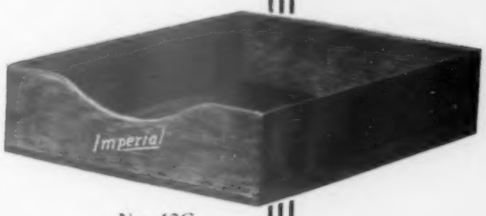
No. 20

No. 305



No. 25

No. 3115



No. 12G

No. 0531—Line

No. 335

3-Tier
Letter Tray

Imperial

"The Sign of Satisfaction"

Imperial Methods Co

MANUFACTURERS OF

FILING—WOOD AND STEEL—EQUIPMENT

FILING SUPPLIES

204-06-08 West Monroe St. CHICAGO, ILL.

Chair Values

Some chairs are made for looks.

Some are made for usefulness.

Chairs of the Masters' Line neglect neither usefulness, excellence of design, nor quality of workmanship. The Masters' Line for offices, banks, libraries, hotels and public buildings represents the most advanced ideas of office chair construction.

You can supply and satisfy all your customers from the Masters' Line. The chairs range from the best on the market to those that are low priced, but no matter what the cost nothing but the best of workmanship enters into the manufacture.

Every dealer in office chairs should have a copy of the comprehensive catalog which describes the Masters' Line in its entirety. If you do not have one write us at once and we shall send it without delay.

The Taylor Chair Company
Bedford Ohio

ders are taken upon samples and forwarded to the Bemis factory, where they are made up and specially printed with the dealer's imprint on the bag. In printing the dealer's name on the bag gives him all the advantages of having the bags made in his own establishment because repeat orders are bound to result.

These coin bag orders have been neglected in many localities and this is an opportunity for a wide-awake stationer in each town to build up a good business at a gratifying profit.

An Original Undertaking.

An enterprising gentleman in Los Angeles, Cal., has leased several rooms in one of the large office buildings for the special purpose of renting desks to the endless stream of investors, agents, capitalists, speculators and business men who visit the city from time to time. He says that empires may be annihilated, kingdoms destroyed, republics dissolved "like the baseless fabric of a dream," but this procession of pilgrims will ever stream through Southern California trying to establish a business and acquire a reasonable income. His occasional tenants include loan brokers, sewer contractors, fire insurance agents, tree venders, draftsmen, representatives of New York houses, lawyers, real estate agents, drug manufacturers and automobile brokers. All these people occupy the desks and pay a moiety a month for the privilege.

Telephones are furnished in the central room, where an attendant throughout the day keeps watch for incoming messages. When a message comes in the person for whom it is intended is summoned. In the event of his absence a notice is placed on his desk. Receipts are given for telegrams, express packages, etc., continually arriving for the various tenants, and in case of absence from town the mail of each tenant is forwarded. Then there are other conveniences, including electric fans, blocks of ice on hot days, which are placed close to the fans, and Carbizone water filters are provided to supply pure water. Typewriters even are furnished for the use of tenants, and if the tenant is not skilled in the use of the machine stenographers are present to transcribe the correspondence. These stenographers retire to their own room as soon as dictation is received, where they transcribe the letters.

The net result is that for a nominal price the tenant gets office, telephone, typewriter, stenographer, telephone attendants and artificially cooled atmosphere in an Egyptian climate. To produce these advantages separately the organizer of this institution estimates that a preliminary outlay of $107 would be necessary, with a monthly expense afterward of $57.50. He furnishes all the advantages at a figure very much lower than this.

New Envelope Making Concern.

George R. Fouke, president; Roland W. Brown, vice-president and general manager; E. Arthur Carr, secretary, and E. S. Thackara, treasurer, are the officers of the Nebraska Safety Envelope Manufacturing Company, a new $25,000 corporation, which will make a safety envelope, which cannot be opened without detection; a window envelope, which will also be a safety container; and a penny saver, open-for-inspection envelope, which automatically closes as the letter is inserted. The company will also do a general envelope manufacturing business. H. M. Bushnell, J. B. Strode, E. R. Sizer, Everett Cushman, Roland W. Brown and E. Arthur Carr are among the local stockholders in Lincoln, Nebraska. A manufacturing plant will soon be started, it is said, the company having arranged for a three-machine plant capable of producing about 100,000 envelopes a day.

A Unit for Every Filing Requirement

MODERN business demands systematic filing. This requires proper filing equipment to care for all records, correspondence, card systems, checks, bills, books, etc. There's a unit for every filing requirement in

Berger "1300"
Line of Steel Units

which permit a filing equipment to be started with a few units, especially adapted to a customer's needs, and added to as the records accumulate—yet giving the appearance of a single installation.

The drawers are not affected by changing temperature, so cannot warp or stick. They glide in and out of the case on ball-bearing roller suspensions. Large, solid rubber stops eliminate objectionable metallic noises.

The double wall construction throughout fully protects the contents from fire, dust and rodents.

Berger "1300" Steel Units have large filing capacity, require small floor space, are light for their strength, attractively finished in a rich, hand-rubbed neutral olive green, and give a lifetime of satisfactory service at reasonable cost.

The above illustration shows a battery of Berger "1300" Steel Units with applied end panels and mounted on sanitary base.
This gives only a suggestion of the many combinations possible.

"The Drawer Moves at a Finger Touch"

Dealers:—

If you are not carrying a line of steel office equipment or contemplate making a change from the one you now carry, you'd do well to let us explain the many advantages of Berger "1300" Steel Units and the free service of our Co-operative Department.

Send coupon for full particulars and monograph, "The Armor Plate of Modern Business."

The Berger Mfg. Co.
Canton, Ohio

Branches: Boston New York Philadelphia Chicago St. Louis Minneapolis San Francisco
Export Dept.: Berger Bldg., New York City, U. S. A.

(Address Nearest Office) H.O.-9-16.

Gentlemen:—Please explain fully the advantages of Berger "1300" Steel Units, the Co-operative Department, and send monograph "The Armor Plate of Modern Business."

Name.....

Address.....

City..... State.....

Are You the Best Stationer in Your Town?

Then you are the man to handle the best Duplicator on the market.

The EVANS All-Steel Duplicator

The Evans All-Steel Duplicator is the most attractive "duplicator" proposition you have ever seen. The price you pay and the price you get are right, and affords you a generous profit. Our national advertising is making an impression all over the country on business men who want economy with efficiency in their offices. This is one feature of our co-operation with you — we refer to you all inquiries which come from this advertising (in your territory). The Evans All-Steel Duplicator is guaranteed for five years, and we stand with you behind this guarantee absolutely.

The Evans All-Steel Duplicator means economy and efficiency in making up to 50 copies of any sort of original — written, types or drawn. It is hand, gelatin roll process, without the disadvantages of either wax stencil duplicators, or wooden, gelatin roll duplicators. It has advantages all its own.

Write for our attractive proposition to you, and we will send you also our descriptive booklet. Write today.

Evans Products Corporation
46 Murray Street, New York
Chicago **Philadelphia**

Congratulations to Mr. Decker.

Office Appliances is happy to announce the marriage of Richard M. Decker, sales manager of the Automatic Pencil Sharpener Company, to Miss Mildred Harriman, daughter of Mr. and Mrs. Frank Black Harriman of Chicago. The wedding occurred at the home of the bride's parents, 6955 Euclid avenue, on August 26, at 8:30 p. m. Mr. and Mrs. Decker left immediately for a month's trip through the west.

New L. C. Smith Manager.

A change in the management of the Los Angeles office of the L. C. Smith & Bros. Typewriter Company involves the retirement of the former manager, Mr. Hoffman, and the advancement of James V. Westervelt to the managerial position. Mr. Hoffman withdraws from the typewriter business after putting in twenty-three years of continuous service, starting with the Smith Premier Company and continuing with the L. C. Smith & Bros. Company until his resignation some weeks ago. Mr. Westervelt, his successor, whose appointment to head the Los Angeles office was announced in our last issue, has been connected with the typewriter business for about fifteen years.

J V. Westervelt, Who Was Recently Made Manager of the Los Angeles, Cal., Office of The L. C. Smith & Bros. Typewriter Company.

Office Furniture Man With U. S. Forces.

Readers of Office Appliances will be interested in knowing that John B. Hibbard, who holds a responsible position with the J. K. Gill Company, Portland, Oregon, is a captain in the United States army. Mr. Hibbard was ordered out to service on July 17 and was mustered in as a recruiting officer. He does not know, of course, how long his duties in this position will continue, as he is subject to instructions from the western division of the United States army at San Francisco. His time at present is being devoted to recruiting up to the full quota the Third Infantry, Oregon Militia, which is now at the border. Up to the early part of last month Mr. Hibbard was making his headquarters at Portland, having returned just before from a recruiting trip through the different towns of Oregon under instructions from the government. He may, of course, be sent to join his command at the border at any time.

MR. E. Y. HORDER
President Horder's Stationery Stores, Chicago

Mr. Horder of Chicago Uses Five Eight-Drawer Electric Receipt-Printing National Cash Registers

Mr. E. Y. Horder operates five big downtown stationery stores in Chicago.

He pays $23,000 a year rent and $42,000 in salaries. Five Eight-drawer Electric Receipt-printing National Cash Registers help him "finance" this great enterprise.

Fifteen years ago Mr. Horder started a little store on $250 cash capital and an open cash drawer. Alarmed at the daily discrepancies between sales and cash receipts he bought a little National Cash Register.

And he has followed the N C R "up the line" ever since, keeping pace with our improvements and giving his stores the best Cash Register we had.

1916 MODEL MULTIPLE DRAWER REGISTER
"A Drawer for Each Clerk"

Mr. Horder said:

"I don't see how any Stationery Store can be successfully operated without a modern cash register.

"People want quick service, and our cash registers help us to give it to them.

"A complete N C R System protects the store. It is a great relief to me who must be 'here, there and everywhere.'

"It protects clerks against each other as well as against unreasonable claims of customers.

"The register in each store shows us daily the total transactions and total amount of sales of each clerk—and each cash drawer must check with the secret totals on the machine.

"Ambitious clerks appreciate what an up-to-date cash register does for them. It stimulates while it protects.

"For quick service, exact information, and a great saving in bookkeeping expense and the employer's time there is no system like it."

Stationers: Mr. Horder's problem is also your problem. Let us explain more about this new-and-better Cash Register System with a drawer for each clerk.

National Cash Register Company
Dayton, Ohio

Fill out our coupon and get our up-to-date literature on "Better Storekeeping."

The National Cash Register Company
Dayton, Ohio

Please send me your literature on "Better Storekeeping" and the plan for using Register receipts and sales-slips for store advertising.

Name _____

Address _____

Remarks _____

Office Appliances, 9-16.

Globe-Wernicke Advertising Says:—

"There is a Globe-Wernicke Agency in your Town"

A Globe-Wernicke Double Page Advertisement in the September issue of "System" says:

> "There is a Globe-Wernicke Agency in your town..... Go there and ask to see the Globe 2000 Line—the greatest filing cabinet value on the market today. . . . . Study it at the Globe-Wernicke Agency in your town. . . . . The 2000 line solves every equipment problem of filing and of price. . . . . Your local Globe-Wernicke Agency has them."

Globe-Wernicke Advertising never lets the public forget the Globe-Wernicke Agency. Globe-Wernicke Advertising is planned to benefit us only indirectly by first benefiting *you*.

Look up that two-page ad in September System—and be mighty sure your salespeople can show and talk the goods it advertises.

The Globe-Wernicke Co. Cincinnati

Largest Makers of Wood and Steel Filing Equipment in the World.

Globe 2000 Line

HEREWITH are shown 14 different combinations of this line in one great combination. This is the greatest filing value on earth. The same files in steel—the 7000 line—should likewise be on your selling floor. They are the backbone of your business. They pay the rent and a whole lot more.

Wernicke
Office Equipment
ENDURE

Counters and Files in One

GLOBE "Counter Height" Filing cabinets take the place of counters and do the work of files, thus saving oceans of floor space and making office rent go twice as far. They are in demand as low partitions that separate desk-men from floor-men and yet facilitate their working together. An unusual item that will get you new business—and pay its own way in the bargain.

33-Inch Line

MARVELS of compactness, 33 inches wide with unlimited capacity for expansion vertically or horizontally, and offering a complete line of various sized units for various filing needs. No Globe - Wernicke stock is comprehensive without the 33-inch line.

Sectional Steel Shelving

SPACE saving, clean-keeping, economical shelving that you can add to as needed. Fine on salesroom floors, stockrooms, storerooms, toolrooms, vaults, factories or warehouses. A paying proposition that gets you "in" on an entirely new field of business.

Globe Steel Safes

STEEL, theft-proof, fire-resistant filing cabinets for private and important papers, letters, account books, etc. Interior permits a thousand different arrangements of various sized filing units. The veterans of a thousand fires, each of which increases our sales of this item. Be sure to have several sizes on display.

Posting Desks

A NECESSITY wherever card files are a big factor in a business. One clerk can do several times the work with one of these posting desks. Display one in your window—it is an attention getter and a maker of sales.

Hollerith Tabulating Card Uprights

MADE in two sizes to take $3\frac{1}{4}$x$5\frac{3}{8}$ or $3\frac{1}{4}$x$7\frac{3}{8}$ Hollerith Tabulating Machine Cards. Built on the end panel system—one pair serves for a whole battery. Write for details of this new 3000 line.

ONCE having seen a sheet of Gloria Brand Carbon you can pick it out at once from among a hundred other carbon sheets.

Can you, Mr. Dealer, do that with the highest grade of carbon you sell?

The distinctive appearance of Gloria is valuable in itself to every high grade dealer. It is the best looking sheet of Carbon ever offered to the trade.

Gloria Brand is dressed up consistently in good looking folders and box. It is furthermore absolutely satisfactory in working qualities and durability.

Made in light, medium and standard weights—All the same price.

There's a box for the established dealer, Gratis. Write us on your business letterhead.

The Ault & Wiborg Co.

MANUFACTURERS

Factory—Cincinnati, Ohio

Branch Houses in the Principal Cities

Two Valuable Booklets.

The Federal Trade Commission has caused to be issued from the government printing office at Washington two booklets, one dealing with the fundamentals of a cost system for manufacturers and the other outlining a simple system of accounts for retail merchants. These booklets are being sent to merchants and manufacturers throughout the United States in the hope that they will be carefully read and that the suggestions will be found helpful.

The first named booklet, "Fundamentals of a Cost System for Manufacturers," opens with a letter to the American manufacturer by Edward M. Hurley, chairman of the Federal Trade Commission. In this letter he outlines the object of the book, which is to aid the improvement of business generally and to show the importance of accurate manufacturing cost and fundamental principles underlying them. The pamphlet was prepared by Robert E. Belt, chief accountant, and R. W. Gardiner, assistant accountant of the commission. The opening portions of the pamphlet deal with the objections to installing cost systems, the necessity for ascertaining true costs, exchange of statistical information, a discussion of what cost is, and of system and its development. Various methods of determing costs are outlined. These include the job cost system and the continuous production system involving the elements of material, labor, overhead expense, etc. Included in costs are such items as the foregoing and fixed factory charges, such as building expense, power, insurance, taxes and depreciation. Then, too, one should not neglect to figure the interest on one's investment and the shipping, selling and general expenses of the business. All these matters are discussed quite fully and a number of tables are presented, giving valuable suggestions to manufacturers with regard to the ascertainment of costs.

The pamphlet, "A System of Accounts for Retail Merchants," was prepared by the same gentleman who prepared the cost system for manufacturers. The pamphlet opens with an introduction to retail merchants showing the importance of proper cost systems, and outlining a system of accounts which requires but four books, a journal, general cash book, invoice book and ledger. The uses of these books are discussed, likewise the use of the sales tickets and credit tickets. The authors go into an explanation of accounts, what to charge to different accounts, etc. The pamphlet is very valuable in the number and variety of its suggestions and the careful manner in which the accounting system of the retail store has been worked out. Several interesting and valuable forms are given in the back of the pamphlet.

Manufacturers or retailers who may wish to obtain copies of these booklets should address their communications to the government printing office and ask for the books by the titles given above.

A Useful Desk Accessory.

Office Appliances acknowledges with thanks receipt of a clever desk convenience sent us by Roneo, Ltd., 7-11 Holborn, E. C., London, England. It consists of a glass tray, 3½ inches by 4½ inches, with an imitation leather base. The lower part of the base is green, while the upper part is blue, which gives the glass itself a blue appearance. In the base, showing clearly through the glass, is a perpetual calendar. Our appreciation of this device is demonstrated by the fact that we put it into use immediately upon receiving it.

PEDESTAL TYPEWRITER DESKS

A "Pedestal" Typewriter Desk is one that contains the writing machine in one of the desk pedestals. By the easy operation of our Patented Ball-bearing Mechanism the machine travels *out* and *up* to the position shown below, is held firmly while in use, and is returned to its receptacle.

The Solid Top of the Desk Remains Undisturbed.

The smartest, most practical, most economical combination of Typewriter Desk and Clerical Office Desk.

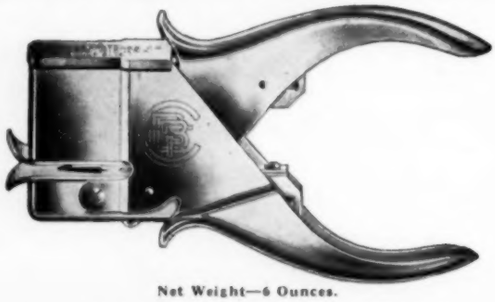
Made by all leading desk manufacturers in a variety of styles —for "the president's" office and for general office use.

Sold by Dealers —everywhere

The Patented Ball-Bearing Mechanism for Pedestal Typewriter Desks is made by
THE SENG COMPANY, 1450 Dayton St., Chicago.

This space is reserved for our Ironclad Duplicator—a new all-metal film duplicator retailing at $20.00. It will be ready for the market October 1st. Dealers desiring agency apply to Beck Duplicator Company, 476 Broadway, New York.

Neater—Quicker—More Efficient



Net Weight—6 Ounces.

By using the Bump Paper Fastener

you can permanently bind two to eight sheets of ordinary weight letterhead paper. This machine requires no staples, pins or clips, and, although the fastening is permanent, the paper can easily be separated without damage. It is the ideal equipment for the file clerk. The Bump fastener is simply, practically constructed and, as the working parts are well covered, they do not get out of order.

FOREIGN INQUIRIES

are solicited and will be given immediate attention. All orders from abroad are handled promptly and carefully.

STATIONERS: This specialty offers good profits. Write today for full details of our liberal dealers proposition.

BUMP PAPER FASTENER CO.

LA CROSSE WISCONSIN, U. S. A

Remington Notes Fall Number.

Promptly on the first of September comes the fall number of Remington Notes, Volume 4, No. 2. They call it the "fall" number although "Self Starting" number would be a great deal more to the point. No stenographer or typist who reads this issue can fail to learn a lot about the latest Remington product, the self-starting typewriter, and the way in which this feature adds to her speed and efficiency in the transcribing of ordinary typewritten letters.

The fiction feature in this latest issue of Remington Notes takes us to the Philippines. "How Mary Closed a Sale" is the title and the authoress is Miss Z. Parker. The story is interesting, the setting is unusual and the story carries a sound moral which should be helpful to every stenographer and typist.

The additional features in this number include the answers to the puzzle in the previous issue and an illustration designed to help stenographers quickly and readily to learn the names of all the different parts, some timely hints on knowledge which will prove of value to every stenographer who works in the export department of a business, and the usual "Practical Points in Typing" which already have made Remington Notes so highly valued by typists.

In appearance also, this issue of Remington Notes is very pleasing and attractive.

Any stenographer may have his or her name placed on the Remington Notes free mailing list by addressing a card to the Remington Typewriter Company, 327 Broadway, New York.

A Handsome Catalogue.

One of the finest examples of catalogue work we have seen recently is the sectional bookcase catalogue of the Macey Company, listing sectional bookcases for the home. This catalogue contains thirty-two pages and is neatly illustrated with half-tones showing the different bookcases and their construction, with full information concerning them. In this catalogue are included also six full-page pen and ink drawings, giving home scenes in which Macey bookcases are a feature. These illustrations are very suggestive of the advantages of sectional bookcases and give the prospective customer an idea of how these cases may be placed to the best advantage.

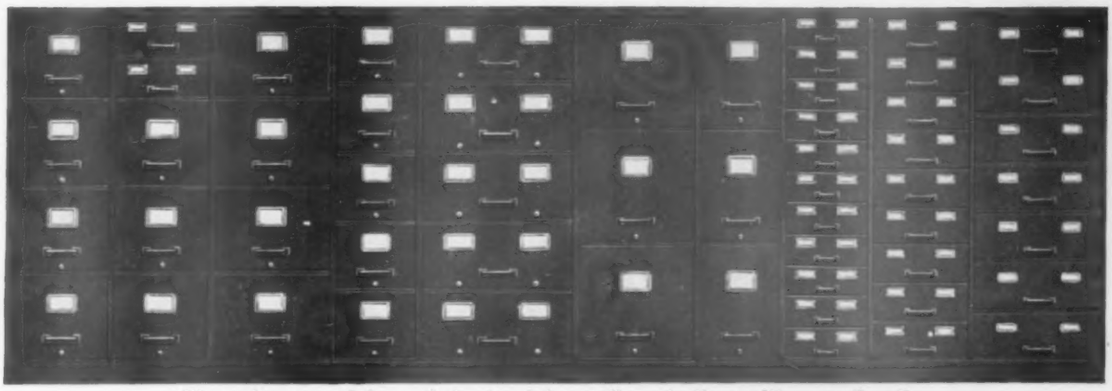
Considerably more prominence is given in the new catalogue to the Macey Standard sectional bookcase, especially to those sizes and selections suited to the business and law office. These cases are now shown more in detail in the front part of the catalogue, where as in former issues the Standard case was placed in the back of the book.

In making up the new Macey bookcase catalogue the viewpoint of the office appliance retailer was taken into consideration, with the result that Macey dealers will find complete illustrations of old as well as new styles with full details.

Burglars Steal Pens.

Entering the store by the use of a key to the rear door, burglars on August 17 stole fountain pens valued at more than $200 and $1.75 in change from the store of Bartel & Rohe, stationers at Richmond, Ind. There was no disorder in the store.

The theft of the pens was not noticed until one of the clerks observed that the case in which they were kept was empty. It was later discovered that the money had been stolen. There were ninety-two pens in the case, ranging in value from $1 to $6 each and every pen was taken. After committing the theft the robbers left the store and locked the door after them.



Illustrating some of the vertical units of the 700 line—the line *you'll* eventually sell.

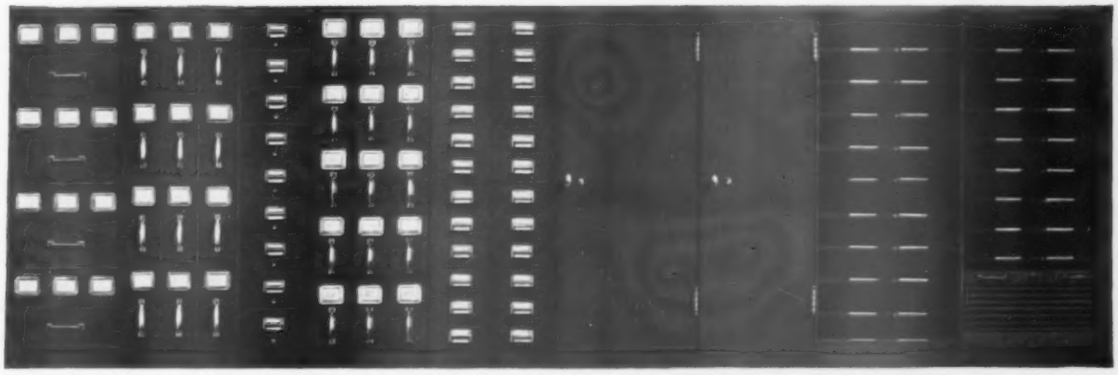
3 to 1

IF we said that Art Metal is the best steel line for you to sell—and your customers to buy—you might think we were prejudiced.

And yet—the fact that over 75 per cent of all the STEEL Office Furniture and Files in use is Art Metal, must convince you that others, many others, also believe that Art Metal is without peer.

It isn't necessary to make claims for a line that outsells all others 3 to 1.

Art Metal Construction Company, Inc.
29 Gifford Avenue - Jamestown, N. Y.



The 700 Line is the *one* line of vertical filing units that can be standardized on by the average office.

LA FRANCE

Means to men who know complete satisfaction and repeat orders.

La France, No Smudge, and Gold Leaf Brand Carbon Papers.—

La France Brand Typewriter Ribbons—

Write us today for samples and prices.

The National Ribbon & Carbon Co.
MANUFACTURERS OF
INKED RIBBONS & CARBON PAPER
411 FRANKFORT AVE.
CLEVELAND, O.

Bucki

Carbons and Ribbons

Symbols of Quality

The sale of Buckeye Ribbons and Carbons continues to increase. Our list of dealers is growing steadily because the goods are carefully made and are the kind that bring repeat orders. You can sell Buckeye Ribbons and Carbons to advantage.

Samples and prices are ready for mailing.

The Buckeye Ribbon & Carbon Co.
Manufacturers
1265-67 W. Second St. Cleveland, Ohio

Winners in Carters' Window Trimming Contest Announced.

The belated announcement of the winners of the final window display contest for spring, conducted by the Carter's Ink Company, is just being made. Changes in the advertising department of that concern have made this delay necessary.

The judges, who, by the way, were in nowise connected with the company, gave first prize of $15 to the Pounsford Stationery Company, of Cincinnati, Ohio, for a window dressed by Carl H. Schmidt. The second prize of $10 was awarded to Pound & Moore Stationery Company, of Charlotte, N. C., for window dressed by Robert E. Walsh, and the third prize of $5 was awarded to the Tri-State Printing Company, of Ashland, Ky., for window dressed by Miss Jessie Henthorne. Special mention was made also of the excellence of the display sent in by Baers' of Canton, Ohio, Carpenter of Los Angeles, L. J. Divelbiss of Columbus, Miss., William B. Burford of Cincinnati, Ohio, Estate of L. J. Wright, Lockport, N. Y., and George C. Kennison of Canajoharie, N. Y.

The symmetry and excellence of the arrangement of the window submitted by the Pounsford Stationery Company is noticeable at a glance. The care with which the window rises from the small bottles in the foreground to the larger ones at the rear and focuses on the contest picture is pleasing. The use of the large dummy bottles and the cut-outs livens the entire display, and no one would be able to look at the window for a moment without getting an impression of Carter's quality products.

The second prize window, submitted by Pound & Moore, is novel and shows a timeliness appreciated by all. The use of the preparedness sign in connection with ink shows a happy and popular effort and the general well set-up appearance of the window and the prize.

The third prize winning window shows the touch of an artistic hand, and also shows that even so prosaic an article as ink can be combined with attractive surroundings to produce a really pleasing whole.

Has Proved Efficient as Employment Manager.

The great typewriter organizations must be given much credit for their remarkable development of service to the public. Not only is typewriter service a matter of machines and repairs, but it also has another side—the employment department.

Thousands of employers find convenience and certainty in securing stenographers through typewriter employment departments every working day in the year.

And by the same token, a like number of office workers obtain much desired employment through the same medium. Typewriter employment departments have been developed to a high degree of efficiency, both at home offices and distant branches. One of the strongest links in the Underwood employment chain is at Seattle, where Mrs. E. H. Sheppard, a well know employment manager on the Pacific coast, has been in charge for a number of years.

Many a Seattle business house has obtained its entire office force through the Underwood and Mrs. Sheppard, and many a beginner can trace his, or her, first chance to "make good" to the same source.

Typewriter Man Honored.

The Grand Rapids Herald of Sunday, July 16, contains a full-page picture of Irving Franks, secretary, sales manager, and advertising manager of the Fox Typewriter Company, which is one of the leading manufacturing institutions of Grand Rapids. The picture presented is an excellent likeness of Mr. Franks and is a conspicuous tribute of respect to his ability and character.

"The Adjustabilt" Machine Posting Ledger

(MEANING A BINDER BUILT FOR ADJUSTABLE CAPACITY)

Illustration Shows Ledger with Extended Covers

UNLIMITED CAPACITY

BINDS ON ONE OR ANY NUMBER OF LEAVES

NON-PROTRUDING POSTS

ADJUSTABLE BACK

DIRECT SCREW COMPRESSION

Illustration Shows Ledger with Regular Covers—Not Extended

BUILT ON AN ENTIRELY NEW PRINCIPLE

ADJUSTABILT

SPECIAL FEATURES

CAPACITY	The capacity can be increased without increasing cost, it's a ledger that grows with the business.
CORDUROY CARPET PREVENTS LEAVES FROM SLIDING TO CENTER	When leaves are being shifted in binder or "offset" during posting of accounts corduroy carpet on inside of flap prevents leaves from sliding to center which interferes with posting and checks operator's speed.
AMPLE SPACE TO OPERATE LEAVES AT ALL TIMES	Flexi-posts provide two inches of working space in which to operate leaves at all times—leaves can never be congested.
EFFICIENCY IN HANDLING ACCOUNTS	Adjustabilt Posting Binder permits a more rapid handling of accounts than any of the Tray Binders because in locating an account for posting the operator does not waste time by lifting inactive accounts from one tray to the other, the saving of this time means many more accounts posted in an hour.
RATCHET STAND	Ratchet Brackets are attached to Adjustabilt Posting Binder covers—this eliminates the annoyance of the clumsy wooden racks so often in the way when posting is finished.
ADJUSTABILT'S CAPACITY MAKES IT CHEAPEST POSTING BINDER	The capacity of Adjustabilt Posting Binder being equal to Two of any other type of posting binders—and having a two inch additional working space regardless of the number of leaves in ledger—makes it the lowest priced posting binder.

IT IS A LEDGER THAT MEETS EVERY REQUIREMENT FOR MACHINE POSTING

Recent tests have positively proved that "THE ADJUSTABILT" is the fastest machine posting ledger

346 Broadway Milwaukee, Wis.

STATIONERS LOOSE LEAF CO.

203 Broadway New York, N. Y.

"Sells to the Trade Only"

Buck-Skin Carbon Paper
is good insurance

YOU buy Carbon Paper to keep records of your correspondence, contracts, deeds, etc. The copies kept in your file *insure* your business---protect it from those who would disregard their obligation to you.

Buck-Skin TRADE MARK

When you go to buy insurance, you first get information regarding the reliability of the company which solicits your business--and proof of its ability to give you service. So let it be with your Carbon Paper. The manufacturers of Buck-Skin are in position to furnish you with Carbon Paper to fit any requirement. We have every grade and weight; no matter what work is to be done, we can furnish the carbon. Samples sent upon request.

BUCK-SKIN TYPEWRITER RIBBONS

are really of low cost. At first sight, the price may seem high but when their long wearing qualities and clear, sharp impressions are considered, they are easily seen to be the best buy. They are supplied in a variety of colors and degrees of inking, for every purpose.

TO DEALERS IN FOREIGN COUNTRIES: We are equipped to supply all your ribbon and carbon requirements satisfactorily. Your correspondence will receive courteous and prompt attention, whether you do business with us or not.

FRED · W · NEELY · COMPANY

512 · SOUTH · DEARBORN · STREET · CHICAGO · ILLINOIS

RUSSIA'S APPEAL AND UNCLE SAM'S OPPORTUNITY

By Melville Mundell, of the Safe-Cabinet Company.

Note—Mr. Mundell says this article was written especially for Office Appliances in recognition of the service this publication is rendering in its efforts to develop and promote a spirit of friendship, commercial and industrial, between the United States of America and the nations of the rest of the world—in fairness and good will to all and partiality to none.

BEFORE I proceed with my story I will give you an extract of a translation from a letter before me from a very prosperous and successful business man of Russia—a gentleman who has been a globe trotter and is a highly intelligent man.

"It may perhaps be of interest to you to know what we outside of America think of you Americans as a nation and Americans individually. The world looks up to you with the most ardent respect and admiration —and you can't blame us—at your achievements and your accomplishments. As a nation in comparison with the other nations of the world you are the infant, and yet the most gigantic and richest, both in wealth and industry. The most stupendous and gigantic industries, the most colossal fortunes are yours! The American spirit seems to overcome all obstacles, remove all impediments, and everything is possible with you! You stop or shy at nothing—you are the most venturesome people on earth, but methodically; your speculation has no bond or limit—but you have a system. Your vim, your ingenuity, your enterprise, they are astonishing, and you are eternally on the 'go.' Your supremacy both from an industrial and commercial standpoint is unquestioned. And yet, you are just in your infancy! I know of no nation that can adapt itself to circumstances so quickly as you can. The world looks aghast at you, silently watching and admiring your enterprise, with wonder at what you do. There seems to be no limit to your undertakings and you even span the impossible—if you can't enlarge in breadth or in width you go towards the sky and into the very bowels of the earth. How we here in Russia who have a land similar to yours—a great deal larger and richer by far in resources and raw materials of every description—how we look upon you with envy at your enterprise which we lack, which lies dormant with us, etc."

Having given you an abbreviated translation of a portion of this letter, I will now proceed with my story. The European war is educating the world, it is educating Russia. When the war is over that sleepy giant will have shaken his gigantic mane and aroused himself. Russia is the greatest and richest country on earth. Her resources are vast, absolutely unlimited, in effect. She has the raw materials with which to supply the entire

The GENUINE
EDISON
Dictating Machine

Specify "MADE BY EDISON"

Press the button, dictate any time, any speed, any correction, while typing costs half.

Thomas A. Edison, Inc., Dept. 7224 Orange, N. J.

You can help us! Send for a file of our complete literature and advice on how you can assist the Edison Sales and Service Organization in your locality and elsewhere.

THE **Commercial** DUPLICATOR

Now Profitably Used in 153 Lines of Business

Manufacturers, Jobbers, Architects, Engineers, Public Utility Companies, Bank and Trust Companies, Commission Merchants, Insurance Companies, Department Stores, Railroad and Steamship Companies, Commercial Associations, Lawyers, Public Accountants, and others too numerous to mention are now placing upon the Duplicator the entire burden of copying their multitude of necessary business forms.

It is handling this work swiftly, accurately and economically. A boy or girl operates it. No type to set; no stencils to cut. Copies direct from original matter made in pencil, pen or on the typewriter.

Write for catalog. See us at the Chicago Business Show.

Duplicator Manufacturing Co.
688 Commercial Duplicator Bldg. CHICAGO

Typewriter Supply Men and Repairmen

There are several reasons why *you* are logically the man to handle and make a large margin of profit on

AZORA AIR CUSHIONS

Patented Dec. 21, 1915

In the many offices that you visit daily every typewriter that is not already equipped with Azora Air Cushions represents a prospective sale.

You can attach Azoras in a few seconds, while asking the customer whether he has ever used them. The beneficial effect is so immediately evident that the rest is simple.

Azora Air Cushions are built on the same successful principle as the automobile tire, a combination of air chamber and rubber—of the greatest resiliency.

Azora Air Cushions would work in with your business excellently. We'll be glad to tell you more about their sales possibilities—their nerve-saving, typewriter-saving, sanitary features.

Let us hear from you today.

AZORA RUBBER COMPANY

Manufacturers

1945 South 54th Ave., CICERO, ILL.

Sole Agents for India:
PADAM GODREZ & CO., 291 Hornby Road, Bombay.

TRADE DU-RA-BUL MARK

RIBBONS

Do you use them? If not, write us and we will give you proof that you should.

REPUBLIC-DODGE

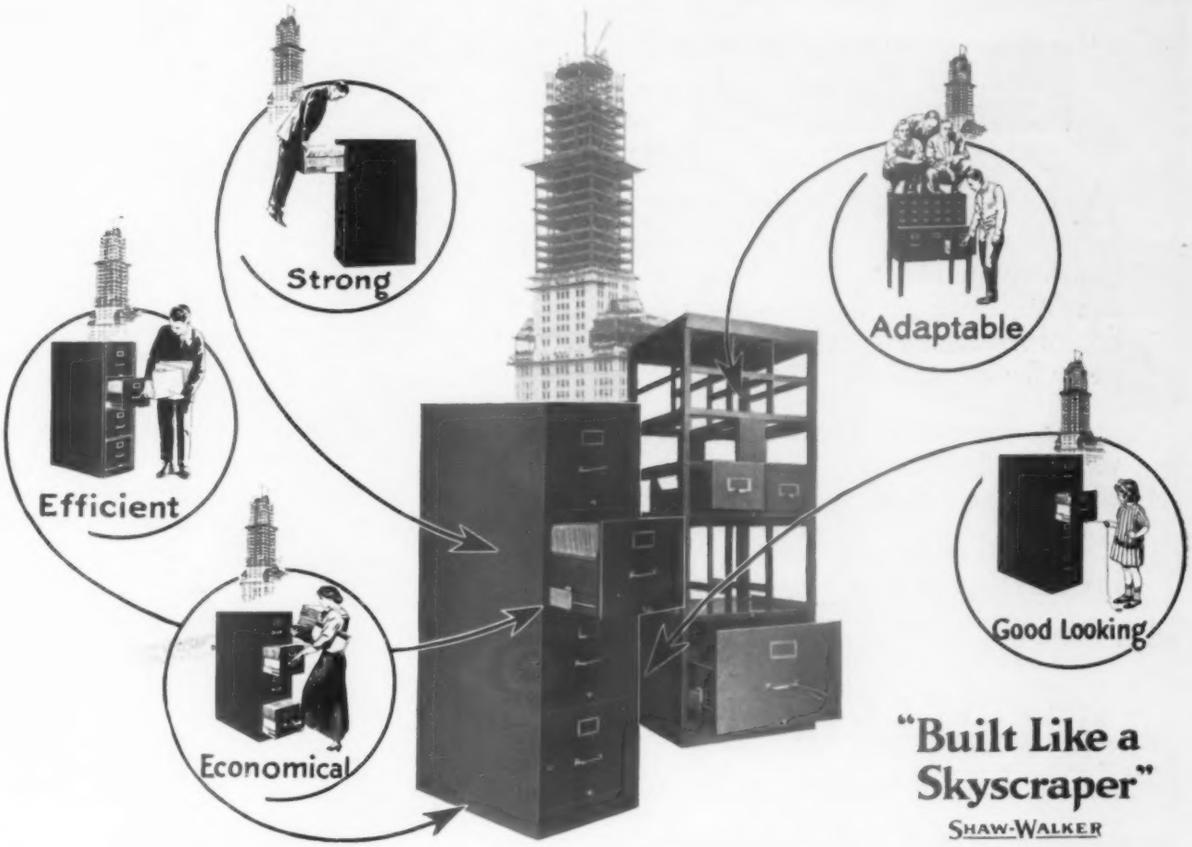
Douglas Street and Third Avenue
BROOKLYN, - NEW YORK

world and yet she is an importer! We have been in the habit of considering Russia simply as an agricultural, horticultural and stock raising country. It is true she is all that and while great in them, yet, she has not commenced to attain her possibilities in those fields of endeavor by a long way. Millions and millions of acres of land lie idle and invite development. Her cattle are superior to any other cattle in the world both in size and weight, while the capacity for raising cattle is almost without limit. Russia has leather, but imports shoes and belting for machinery. She has iron with which to supply the world, but imports machinery, implements and all kinds of hardware. What is the trouble? Simply she lacks facilities, plants for manufacturing—she lacks the machinery and skilled tool makers and mechanics. She has timber to supply the world, yet she imports furniture, in the construction of which timber plays the great role. She has copper, lead, zinc, quicksilver, silver and gold, but only a very small, infinitestimal percentage of that has been developed and brought to the surface, while stores and stores of those deposits are to be uncovered. She has oil, gas, coal and cheap fuel for manufacturing.

Heed her appeal! Embrace the wonderful opportunities! The profits will be large. Bring over your machinery, your tools and your mechanics. The Russian with means will go into any enterprise of manufacturing or commercial or industrial exploitation, as he has unbounded faith in your judgment and ability. The Russian is a very polite and courteous man; his hospitality knows no limit and while he is friendly with many of the European nations, his friendship for America and Americans exceeds all. He looks to you to come up and show him the way; and he will gladly invest his capital with yours.

You have Europe as a competitor when in fact you can defy all competition by simply establishing a manufacturing branch in Russia and manufacture all products in Russia out of Russia's raw material, which she has in abundance. She is not always going to be the gigantic importer of foreign products while she has the raw material. Sooner or later the law of progress and evolution will come into play and assert its work in Russia as it has in America, and she will become the gigantic industrial country and will be a competitor, for it is inevitable. She is not going to sleep and remain dormant very much longer. Giants of industry and finance will rise up as phenomenally as they have in the United States. There is no other place where the opportunity for investment is as great as in Russia. England and France, of course, look to be the privileged and favored ones in Russia. Nevertheless, while Russia will favor France, she still prefers America and the Americans. For the American infant has shown the world and has made good to such an extent that he is the wonder and the envy of the entire world.

The appeal of Russia then is: Come over and manufacture your products here—we have the raw materials, the labor, the cheap fuel and the means financially. Come over and bring your machinery, your tools and mechanics and open your branches out here from whence you can supply not only the tremendous market in Russia, but you can reach the European market more easily and quickly and at less expense than from America. The time is near, when the American will recognize it, and now is the time to form a coalition or partnership with Russia both industrially and commercially. We are clamoring now for a high protective tariff against possible encroachments from Europe—what will we do when gigantic Russia wakes up to her opportunities and commences to develop her vast resources?



If you were making Steel Letter Files

to suit your customers, you'd make them:

Strong, first of all—able to stand up under years of use, under the jar and jolt of moving, under the abuse of clerks.

Good-looking, to harmonize with office furniture, to serve as office partitions if need be.

Mechanically efficient. You'd make the drawers slide out with a glad-to-meet eagerness, on the slightest provocation.

Adaptable. You'd supply the files in every size and style for every possible filing need.

Economical. You'd see to it that a lot of material could be stowed away in a little room—because space costs money.

If you could do all this, you'd have a pretty sure selling proposition, wouldn't you?

Well, we have done it for you. We have built these qualities—and more—into

SHAW-WALKER STEEL LETTER FILES

HIGHEST AWARDS SAN FRANCISCO AND SAN DIEGO EXPOSITIONS, 1915

Channel steel construction and electric spot welding insure strength without limit. A Shaw-Walker steel file is a "little brother to a skyscraper."

"Limousine" enamel finish in olive green, oak and mahogany makes Shaw-Walker Files as handsome as the highest priced wood.

To get the drawers to run smooth and silent we invented the Voluntary Slide, a mechanism so efficient that the drawers will coast in or out at a touch, and so simple that they will need no attention for 100 years.

Adaptability and variety? Our line includes steel files, wood files, file desks and filing supplies for every purpose.

As for economy, Shaw-Walker engineering principles combine maximum capacity with minimum floor space.

How do we manage it all? Send this coupon NOW and we'll tell you.

THE SHAW-WALKER COMPANY

Everything in Filing Equipment—Complete Lines in Steel, Wood and Supplies.

NEW YORK — CHICAGO — WASHINGTON — DETROIT — ST. LOUIS — LONDON

Factory and Home Office, Muskegon, Mich.

Rush Coupon

SHAW-WALKER COMPANY, 1209-21 Western Ave., Muskegon, Mich.

Gentlemen: — I want to know how you have built my customer's ideas and mine into your steel letter files. Please send me your 120-page book about steel files, wood files, file desks and filing supplies.

Name.....

Address.....

SHAW WALKER

TRADE MARK
EFFICIENCY

A COMPLETE, entirely new Efficiency Line of Horizontal Units, composed of Half Sections and Widesections, together with a line of Efficiency light safes, is now ready for the market.

Goods are of the highest quality, yet the selling price is in line with efficiency and economy.

Dealers' profits are taken care of in a way to please the most exacting.

Watch for complete announcement or write and get detailed advance information.

Watson Mfg. Company
Jamestown, N. Y.

A New Office Specialty
High in Usefulness—Low in Cost

RECEIVER-ON PAT.

The RECEIVER-ON Phone Attachment is a most useful telephone convenience. By its use the receiver can hang on the hook while the person called is coming to the phone. If the phone is to be moved across the desk just one hand is needed for the operation. Ordinarily the phone itself is lifted with one hand and the receiver with the other. It keeps the receiver out of the way and prevents breaking, which happens frequently when the receiver is permitted to remain off the hook while not in active use.

DEALERS—AGENTS

Energetic dealers and specialty men can sell this device quickly. A demonstration takes a minute and is sure to create a desire for ownership. Good salesmen will have no trouble in securing large numbers of orders.

Exclusive territory granted. Let us tell you more about it.

Placing Attachment to Hold Receiver

Automatic Phone Attachment Co.
Incorporated
SUFFOLK, VIRGINIA

I. D. Tussey Joins Elliott-Fisher.

I. D. Tussey, well known in office appliance circles, has recently joined Elliott-Fisher sales organization and is representing that company in St. Paul as manager of the St. Paul office.

In 1908 Mr. Tussey associated himself with H. B. Allen and R. A. Knapp under the firm name of the Allen, Tussey & Knapp Company to handle the general agency of the Universal Adding Machine Company. The headquarters were in Kansas City, Mo., and the territory controlled comprised Oklahoma, Kansas, Nebraska and part of Missouri and Iowa.

Later when the Universal Adding Machine Company was taken over the Burroughs Adding Machine Company, Mr. Tussey joined the Burroughs organization and remained on the Burroughs sales force until May, 1916. He was also at one time identified with the Remington Typewriter Company.

Mr. Tussey was born near St. Paul, where he encountered his earliest experiences in the business world. Mr.

I. D. Tussey, Now with the Elliott-Fisher Co.

Tussey's intimate knowledge of the St. Paul trade should make him a valuable man to the Elliott-Fisher Company, whose bookkeeping machine business is growing very rapidly in the Northwest.

Paper Shortage Thought to Be Temporary.

Encouraging reports come from Washington to the effect that the agricultural department expert believes that the shortage in print paper will be of a temporary character. Secretary Houston points out that the Federal Trade Commission has undertaken an exhaustive inquiry into the paper pulp supply situation, that the matter is being given attention by the Department of Commerce, and that the scientists of the Department of Agriculture are now pushing the study of the sulphite pulp situation as rapidly as available resources will permit.

The secretary states that twenty-two different kinds of wood, of which large quantities are available in the United States, may be used as substitutes for spruce in the manufacture of print paper. It is believed that the crisis in the news print paper situation will not be reached until late in October, when contracts come up for renewal.

P. T. Dodge, president of the International Paper Company, believes that the current shortage in print paper will probably be relieved in a few months by increased production. Improved machinery is being put into the plants, and additions to old plants are being built in Canada.

"Quick! By five I must have a thousand copies of this letter ready to mail." That's easy—with the mimeograph. From dictation to envelope is a mere matter of minutes. Handwriting too? Drawings? Blue-prints? Diagrams? No difference—you duplicate all quickly—*without cuts.* Most accurate, most perfect, least expensive—as well as quickest—is the mimeograph process. Opens many doors to greater profits in any business office—factory—shop. Investigate the new dermatype method today. Interesting booklet "A" will tell you about it and its business uses. Send to the A. B. Dick Company, Chicago—also New York.

MIMEOGRAPH EDISON-DICK

Dietz Desks

give satisfaction

A complete line of office desks and tables.

Write for new catalog

The J. F. Dietz Co.

Cincinnati, Ohio, U. S. A.

You'll Find It Pays

to be able to furnish your trade with a fire-proof receptacle which not only protects against fire, dust and theft, but is also convenient for storing things of value: Important papers, office and factory supplies, stationery, etc.

Terrell's Steel Cupboards

have a practical system of shelf supports at one-inch intervals permitting adjustment of the shelves to any distances between shelves without the use of bolts.

The large field offered for the sale of these cupboards in offices, institutions, etc., and the reasonable prices at which they are offered to the trade make the line a most profitable one for the dealer.

For details write

Terrell's Equipment Co.

Hilton Street GRAND RAPIDS, MICH.

Big Plant to Move.

It is stated that the International Money Machine Company of Terre Haute, Ind., will move its plant in November from Terre Haute, Ind., to Reading, Pa. The removal is said to be due to the fact that steel and other materials necessary in the manufacture of these machines can be more readily secured in Reading than at Terre Haute. The new factory, it is said, will employ 500 persons. At the present time there are 138 men employed in the Terre Haute factory.

The constantly increasing demand for these machines has brought about the necessity for a change of location. Three grades of machines are made by the International company—a $600 money machine, a $400 money machine and a $250 adding machine. It is said that the demand for these machines is so great that seldom is a complete machine permitted to remain in the factory over night.

President and General Manager Edward C. Baker has already opened an office in Reading, having selected this city after seventy-six towns and cities had been considered as a site for the new location. It is expected that the entire force will move to Reading the first part of December, as the contractor has promised to have the new building ready by that time.

Typewriter Industry for Canada.

Announcement has been made of the opening of the factory of the Canadian Writing Machine Company at 139 Simcoe street, Toronto, under the capable management of Joseph Tarshis, a former Remington typewriter manager and salesman. It marks the initial entry into Canada of a factory for the rebuilding of typewriters of all makes, and from all indications the business ought to be a marked success. Mr. Tarshis has had a wide experience in the typewriter line having started with the Montreal branch of the Remington company as office boy in 1908, working his way up to supply manager, employment manager, city salesman and sub-office manager at Quebec City and London, Ont.

It is the plan of the company to open retail branches in Toronto, Montreal, Winnipeg, Vancouver and Halifax and handle its products in the other towns through dealers.

Mr. Tarshis is an energetic man and is familiar with every phase of the industry.

"Grip" Sales in New Hands.

It is announced that the contract giving the exclusive selling rights of the preparation called "Grip" to R. P. Mitchell has terminated by expiration. The affairs of the company are said to be, however, in the hands of specialty men of much experience in the office appliances field. The company states that it is in a position to take good care of customers. They welcome all inquiries from the trade.

"Grip" is a preparation which, when spread upon a typewriter platen or similar surface which has become smooth and slippery through long use, restores its adhesive qualities without making the surface sticky.

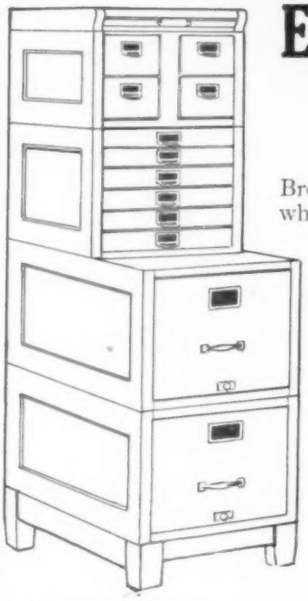
All inquiries and orders will henceforth be handled by the Grip Company directly instead of through a selling agency as heretofore. The company is located at 403 Railway Exchange building, Kansas City, Mo.

Goes Into Partnership With His Son.

Office Appliances learns that Frederick M. Strong of Indianapolis, father of Howard Marcus Strong, advertising manager of the National Blank Book Company, the Byron Weston Company, the C. H. Dexter & Sons Company, and other New England firms, has moved to Springfield, Mass., and will be associated in business with his son.

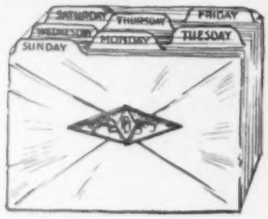
BROWNE MORSE
QUALITY PRODUCTS
MUSKEGON MICHIGAN

"B-M" Quality Filing



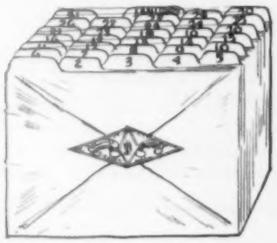
Equipment & Supplies

for Discriminating Business and Professional Men



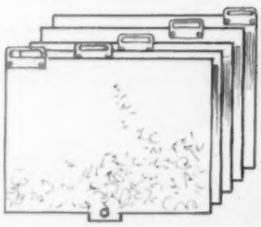
Browne-Morse "Quality" Products are for men who look for and demand something out-of-the-ordinary—who are satisfied with nothing but the *best*.

The beauty, refinement, quality and service of this equipment makes it the favorite with men who take pride in the appearance and convenience of their office and who know that "B-M" *Quality* means *satisfaction*.



"B-M" Card Index and Vertical File Supplies

in Original, Sealed, Dust and Soil Proof Packages



The idea of delivering Card Index and Vertical File Supplies to the Dealer in *original* bindery wrappings and packages is an unqualified success. We found it difficult to improve the quality of "B-M" Supplies—so we improved the method of packing them. The result is that when you specify "B-M" Card Index and Vertical File Supplies—you get *clean stock*. You get *full count*. If on opening the package you find any cards missing or any that are damaged—the guarantee *protects you*. Ask for "B-M" Guides, Indexes or Folders and see that you get them *in their original packages*.

Complete Catalog on Request

Simply tell us which to send

The Browne-Morse Filing Equipment Catalog illustrates and describes every size and character of filing equipment and supplies you could want to know about. The Browne-Morse Card Index and Vertical Supply Catalog pictures and describes the entire line in such a way that you can make no mistake in ordering. Write for the catalog you want. We'll send it by return mail.

BROWNE-MORSE COMPANY

19 McKinney Avenue **Muskegon, Mich.**

STICKINE

THE STICKTITE LIQUID PASTE.

Desk Pot with **Patent Wipe Off**—A Quick Seller.

Put up in Quarts, Pints, Desk Pots and Tubes.

A Refill Package

Desk Pot No. 435½ 5½ oz. Size.

DIAMOND INK CO.

Milwaukee Wisconsin, U. S. A.

"There is Money in Specialties"

—*Practical Salesmanship.*

When one considers the tangible value of ROSCO specialties and the saving of time and temper effected by their use, and the testimony of dealers who are already handling the line, he finds that this proverb applies with particular force to these devices.

The Rosco Glass Desk Pad

is a convenience whose value cannot be overestimated. For memoranda it provides a place which cannot be overlooked, because it is right in the line of vision of the man at the desk.

ROSCO INADRAWR
Steel Stationery File

fills a real requirement in the work of thousands of stenographers. It contains a full assortment of stationery; it prevents dust and dirt from spoiling its contents; it assembles the necessary material in one small box, thus increasing the stenographer's output. DEALERS: These specialties have proven their merit and their salableness. A display of them will prove a steady source of profit to you. Write for information and descriptive matter.

Ravenswood Office Specialties Co.

West Ravenswood and Newport Aves., CHICAGO

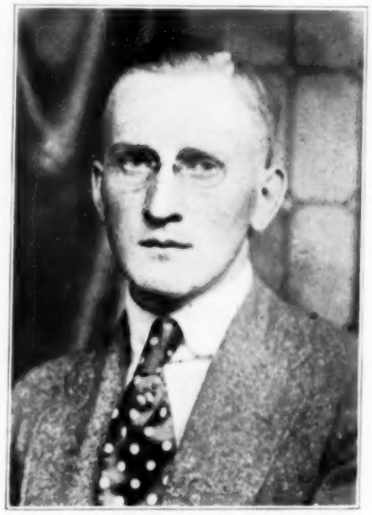
O. M. Edwards Co. Opens Chicago Office.

The O. M. Edwards Company, Inc., Syracuse, N. Y., manufacturers of steel office furniture and filing devices, have established a branch office at Chicago, Ill., in the Edison building, room 700-A, and have placed Harry K. Decatur in charge as manager.

The Edwards people have recently brought out a new line of horizontal cases in both the wide and narrow sections. In this line are many new features, among them being the automatic stack lock and the interlocking mechanism for fastening units together. With the locking device, wide and narrow sections can be stacked together, and all drawers controlled by one master lock, which is placed at the most convenient height in the stack.

The Edwards people are bringing out a new line of transfer cases and making several other additions to their already comprehensive line.

It is the purpose of the management in establishing this



Harry K. Decatur, Manager, Chicago Office, O. M. Edwards Co.

new branch to better care for the constantly increasing business in the stock and special built work, and also to maintain a permanent display of the O. M. Edwards Company's stock cases.

Mr. Decatur, the new manager, is particularly well equipped for this position, and well merits the promotion given him. He has had about fifteen years' experience in the metal furniture line for this and other large concerns, and during his connection with the Edwards people has handled the detailed work of some very large jobs, notably the Smithsonian Institute at Washington, D. C., and the Municipal building, New London, Conn.

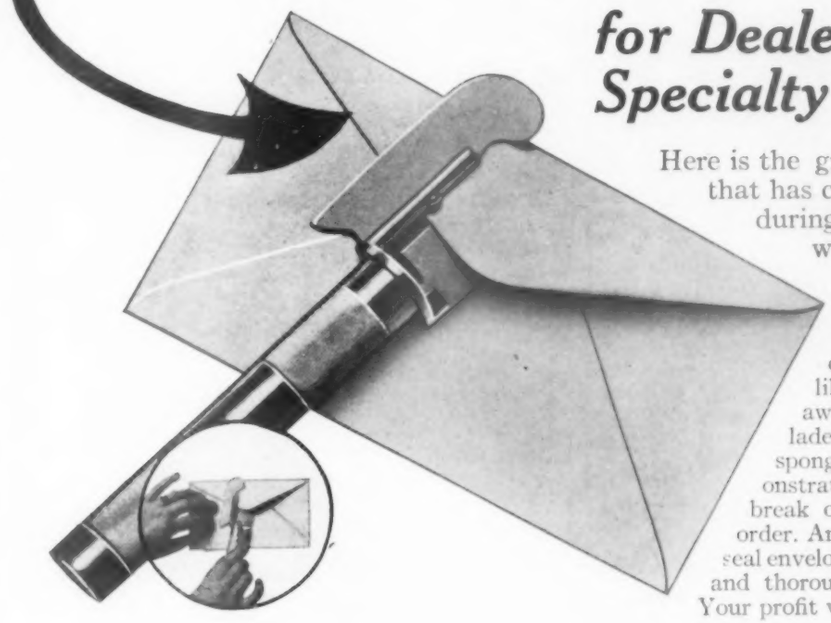
Mr. Decatur will have a capable force of assistants and will be in an admirable position to take care of the business in and around Chicago.

Manufacturers Specialize on Desk Mechanisms.

The Seng Company, whose factory is in Chicago, desires to call particular attention to the fact that, while they manufacture a variety of desk mechanisms, they are nevertheless giving especial attention to the Clemco mechanism, which is now in very general use among desk manufacturers. This mechanism, it will be recalled, was introduced a few years ago by the Clemetsen Company, manufacturers of the Clemco office desks. It attained an immediate success and the company finally decided to give the Seng Company permission to manufacture the Clemco mechanism for the trade on a royalty basis.

WONDERFUL NEW OPPORTUNITY

for Dealers and Specialty Salesmen



Here is the greatest little specialty that has come to your attention during the past ten years. A wonderful envelope sealer that works almost like magic.

Moistens and seals fifty envelopes a minute. Works like a fountain pen. Does away with the dirty, germ-laden, unsanitary, expensive sponges. Sells instantly on demonstration. Nothing about it to break or wear out or get out of order. Any office boy can use it and seal envelopes neatly, cleanly, quickly and thoroughly. Retails for $3.00. Your profit very satisfactory.

SEALS 50 ENVELOPES A MINUTE!

No longer is it necessary to buy an expensive automatic sealer for the office of average size. The Kendall Envelope Sealer works as fast as is necessary in the average office. Seals 250 envelopes in five minutes. Why should any concern pay a high price for an envelope sealer when the little Kendall does the work so quickly and so satisfactorily? $3.00 is all it costs. We back you up when you offer it on ten days' trial with money back guarantee. All sealers returned will be replaced with new ones. But you will have no trouble on this score because the Kendall absolutely *makes good.*

WRITE TODAY for OUR OFFER

Send in the coupon below right now. Practically every office realizes the need of a sealing device, but the high price of complicated machines has prevented many firms and individuals from buying one. The Kendall Envelope Sealer will uncover a surprisingly large demand.

We will make profitable arrangements with agents and dealers under a policy that insures full protection. We want to place a Kendall in every office, and are selling it at a price that will insure this. We want you with us. The unit of sale is large enough to afford you a good profit on *each* sale, and the *volume* of sales will make this one of the most profitable propositions you have ever seen. Costs nothing to get our proposition. Write today.

KENDALL SPECIALTY CO.
1270 BROADWAY NEW YORK

KENDALL SPECIALTY CO.,
1270 Broadway,
New York, N. Y.

Gentlemen:—
Please send me your proposition to dealers and representatives.

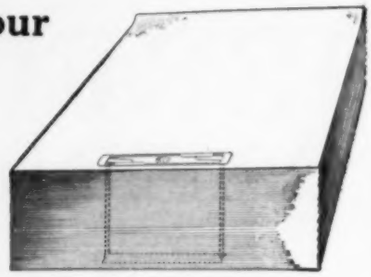
Name .....

Address .....

City .....

State .....

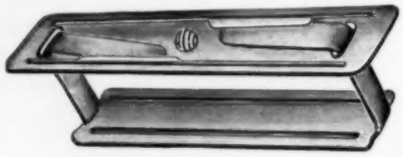
Bind Your Loose Papers in Book Form



A perfect binding at little expense.
Prong Shield Washer holds prongs flat.

THE ACCO FASTENER

will bind any amount or kind of paper — the **Perfect Filing Device.** Takes up no room in the files.



Send for free sample.

MADE BY

American Clip Company

Long Island City, N. Y.

TO DEALERS IN

Typewriter Ribbons Carbon Papers

The following grounds are those upon which we base our claim for the superior quality of Crown typewriter ribbons and carbon papers:

¶ Our manufacturing facilities are ample and put us in position to furnish carbonized papers and inked ribbons of every description and for every purpose.

¶ We use the greatest possible care in the selection of the raw materials that enter into the manufacture of all our products.

¶ Our equipment embraces modern chemical appliances and the most improved types of carbon and ribbon machinery.

¶ Our workmen have become expert, each in his particular department, through years of service with us.

Crown Ribbon & Carbon Mfg. Co.

Factory and Home Office: Rochester, N.Y., U. S. A.

BRANCH OFFICES:
81 Nassau St., New York City 542 S. Dearborn St., Chicago, Ill.
Century Bldg., St. Louis, Mo. 327-28 Williamson Bldg., Cleveland, O.

TO FOREIGN INQUIRERS:—Please address Export Department, c/o our Rochester Office. Catalogue in English, French or Spanish, export discount sheet, together with samples and full information, will be sent upon request.

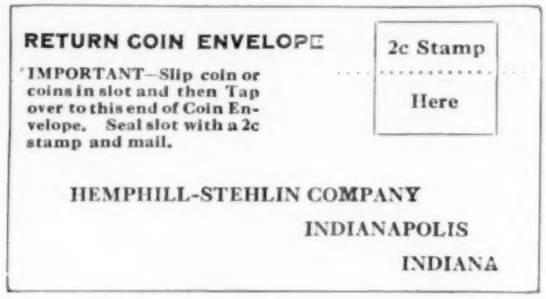
Convenient Mailing Container for Coins.

The Hamphill-Stehlin Company of Indianapolis, Ind., has introduced a new style of return coin envelope, a cut of which is shown here. This envelope may be printed up as a regular coin mailer, return coin postal or return coin envelope.

These envelopes are really a mailing card so made that the coin, after being placed in the slot, may be shaken down between the two surfaces of the card, which is double, and the edges securely fastened together under strong pressure.

The return coin envelope serves the double purpose of a return envelope and coin remitter. It takes the place of an ordinary printed return envelope and at the same time provides a safe means for making small cash remittances by mail at no extra expense to the remitter and very little to the mail-order merchant. All the customer is required to do is to fill out and sign the order printed on the back of the card, slip coin or coins in slot, seal with a two-cent stamp and mail.

The card is manufactured from rolls, printed, cut off,



Hemphill-Stehlin Company's Coin and Currency Remitter.

counted and delivered on a traveling belt at the rate of 10,000 per hour by a special press of which A. L. Hemphill, senior member of the Hemphill-Stehlin Company is the inventor and patentee.

New York Photo-Engravers Sue.

On June 20 the grand jury of the county of New York, indicted several members of the Photo-Engravers' Board of Trade in New York city, for an alleged violation of the Donnelly Anti-Trust Law of New York. This act makes it a misdemeanor, punishable by a fine not exceeding $5,000, or by imprisonment for not longer than one year, or by both fine and imprisonment, for any persons to enter into a contract, arrangement or combination whereby a monopoly is created or whereby competition in the supply or price of any commodity is or may be restrained or prevented.

It is alleged that the photo-engravers of New York, eight members of whose governing body now are facing trial, issued a greatly advanced scale of prices to be charged by all of its members. The case against the Photo-Engravers' Board for the alleged violation of the anti-trust laws of New York was brought to the attention of the district attorney by the New York Trade Press Association, which refused to accept what it regarded as an illegal combination in restraint of trade. As conviction in this case carries with it heavy penalties, the results of the trial will be of interest in many other cities where the photo-engravers have formed associations.

Sundstrand Co. Moves Chicago Office.

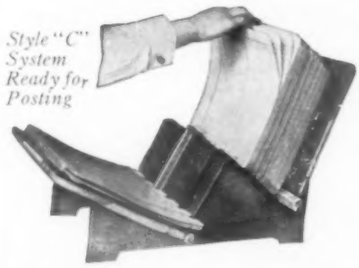
The Chicago office of the Sundstrand Adding Machine Company has removed from 82 East Randolph street to the Westminster building, 110 South Dearborn street.

PIONEERS IN THE DEVELOPMENT AND PERFECTION OF A SPECIFIC DEVICE FOR MACHINE ACCOUNTING

One of the first installations of the Style "C" System still giving wonderful satisfaction

Machine accounting—the ideal of accountants for years—and for which great predictions have been made.

It remained for the Kalamazoo Loose Leaf Binder Company to round out, perfect and practicalize the efforts in this direction by the development of the Kalamazoo Style "C" System.



Style "C" System Ready for Posting

Following are a few of the many exclusive features:

1. **Practically unlimited expansion.**
2. **Accounts located easily.**
3. **Absolute freedom in handling sheets.**
4. **Offsetting of sheets most rapid and positive.**
5. **Perfect alignment of sheets.**
6. **Absolute security of sheets in binder.**
7. **Unequalled for use with any Bookkeeping or Posting Machine.**

Kalamazoo
Loose Leaf Devices

Complete in itself and lending its many features to a multitude of uses, it has revolutionized accounting practice. That which the Banker, the Manufacturer and the Merchant have long viewed with longing eyes has been brought to a final fruition by the development of the real pioneer in this particular field. The Kalamazoo Style "C" System, its advantages, its application, its flexibility, in fact its thousand and one desirable features, are so valuable that our many customers have become our chief selling asset.

Sales Offices Everywhere

Kalamazoo Loose Leaf Binder Co.

Executive Offices, **Kalamazoo, Michigan**

Universally conceded to be producers of the highest grade Ruled and Printed sheets in the world.

AUTOMATIC FILING EQUIPMENT

Files with drop front feature and automatically tilting follower are designed to make filing easier, finding instantly and time shorter. Thousands of users all over the United States within the past 14 years have had direct shipments from us with the

POSITIVE GUARANTEE

that they will prove superior in operation to all other makes and equal to the best in material, workmanship and finish.

30 DAYS' FREE TRIAL

at our risk of all expense that goes with every shipment, would be risky business if Automatic Files did not prove up.

Within the next 60 days our new wood steel line will be ready. New sections to intermember with the old but with steel interiors. Four Drawer Wood Steel Cabinets from $14.50 up at retail with a fair margin for the office supply dealer if he wants the business.

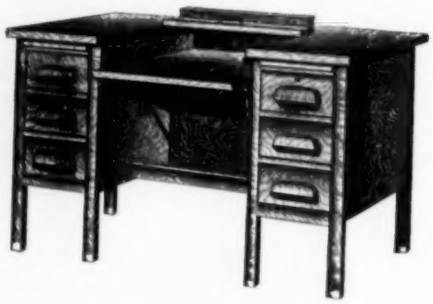
We make a complete line of everything in Filing Cabinets, Flat Top Filing Desks, Desk Files and other Filing Specialties.

Write for catalog and prices

THE AUTOMATIC FILE & INDEX CO.

143-159 Pearl Street **Green Bay, Wis.**

This Line Pays right from the start



You don't have to go through a long period of advertising and cultivation before you begin to get returns—it begins as soon as you unpack and display your first shipment.

Englewood Desks sell easily because they are good quality. Just for example, the writing beds are five ply built up stock, of mahogany and quartered oak, the drawers are dovetailed both ends.

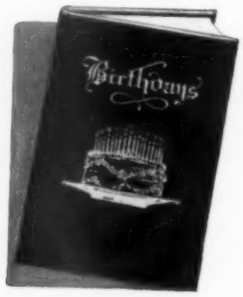
We sell to the dealer only and our prices are right. Write for our catalog and latest price list.

Englewood Desk Co.

58th and Lowe Ave. **Chicago, Ill.**

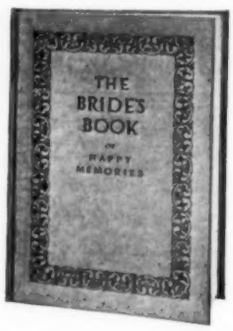
Interesting Series of Books.

Jordan & Co., 209 South State street, Chicago, call the special attention of dealers to the company's holiday trade line of record gift books. Among the books listed in the company's catalogue are those shown in the accompanying illustrations. A brief description of the purpose of each follows.



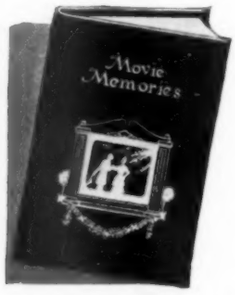
"My Christmas Book" suggests the spirit of the Christmas season and the many gatherings incident to the holidays, and provides for a record of not only one season, but many of them.

"A Girl's Party Book" is an appropriate gift for the young girl and reflects the spirit of social gatherings such as dances, teas, receptions, and the other functions which play a part in the girl's life.



"Birthdays" records the gifts, congratulations, celebrations, and other incidents of which one may wish to perpetuate the memory.

"Movie Memories" provides for records of one's favorite players of the silent drama, pictures of them, the plays in which they appear, and items of interest in connection



with each. This is a book which any member of the family may enjoy.

"A Girl's Commencement—Rosebud Memories" appeals to the fair graduate not only because of its daintiness and charm, but also as a record of the friendships and happy

The New Fox Trademark

Tells Its Own Story

Write a line on the Fox Typewriter with its light touch and quick, sensitive action. Now take any other typewriter and write a line on it—THEN YOU'LL UNDERSTAND WHY WE CALL IT "THE LIGHT RUNNING FOX."

The Fox Typewriter combines features hitherto unattained in like degree in any other typewriter—extreme durability, tremendous manifolding qualities, perfect stencil cutting, remarkable economy in ribbon costs, unlimited speed, beautiful finish, keyboards and type suitable for any profession or business.

Dealers will find our new wholesale price to be a revelation. Exclusive Selling Contracts given.

Write today and tell us what territory you want and how many typewriters you could probably sell monthly during the first year.

Catalog free—send for it and don't fail to mention Office Appliances for September.

FOX TYPEWRITER CO.

BUILDERS OF THE LIGHT RUNNING FOX TYPEWRITER

GRAND RAPIDS, MICHIGAN, U. S. A.

¶ If you use or produce Loose Leaf Records, bear in mind that Byron Weston Co.'s Ledger Paper is also made with a hinge—no extra charge—so that the pages will open flat in the binder. This "built-in-the-paper" hinge is an exclusive B-W patent, recently sustained by a decision of the courts. It does not alter the writing surface nor weaken the paper at the fold.

¶ Demand for a correspondence paper of the same quality and standing as the other Byron Weston products led to the production of Defiance Bond. This paper has supplanted many higher priced bonds for use as business stationery, invitations, announcements, deeds, bank-notes, bonds, checks — all high grade advertising purposes.

SEND FOR SMALL SAMPLE BOOK OF WESTON PAPER PRODUCTS.

BYRON WESTON CO.

"The Paper Valley of the Berkshires"

DALTON MASS.

DEALERS

Who Are Interested in Securing a

Good Selling Line of Carbon Paper and Ribbons

Direct from the Manufacturers

should communicate with us upon their letterheads.

We aim to give you QUALITY that counts, and prices that will enable you to make very fair profits.

IT WILL PAY YOU

to communicate with us before ordering your Fall goods. All correspondence receives immediate and careful attention.

International Carbon Paper Co.

440 So. Dearborn St. Chicago, Illinois — **206 Broadway New York City**

Factory—Brooklyn, N. Y.

events of her school life. This book has most attractive bindings and the pages are printed in color on azure antique-finish paper.

"The Guest Book" is of unique size, especially adapted for the recording of names of guests on all occasions. It is widely used for recording town and country house guests, members of theater parties, bridge parties, etc. The pages are attractively decorated with floral designs.

"The Bride of Today—the Bride's Own Book," is of artistic and literary value. It contains choice selections

of wedding verse by the author of the book and provides pages for bridal day data such as attendants, guests, gifts, congratulations, wedding cards, clippings, marriage certificate, etc.

"The Bride's Book of Happy Memories" contains selected sentiments by the author and is beautifully illustrated with floral and other appropriate designs. It provides pages for a record similar to that of "The Bride of Today" and in addition the bridal gown, wedding journey, new home, announcements, etc.

Jordan & Co. will be pleased to send their catalogue to dealers who are interested in the holiday trade.

Macey Factory Gathering.

The accompanying illustration shows a number of Macey dealers from some of the larger cities and also factory officials who met at the plant of the Macey Company in Grand Rapids, Mich., on August 15 and 16. During the conference various problems of the retail organization and the factory were discussed in round table meetings. These discussions proved helpful to all who listened to and participated in them.

Macey Dealers and Officials at Recent Convention. Back Row: J. A. Wheeler, F. W. Tobey, E. H. Sell, J. F. Rees, E. L. Hutchins. Middle Row: Chas. D. Hartman, E. L. Morris, Harold Watt, H. T. Gittelson, J. B. Gallagher. Front Row: C. S. Hester, E. K. Prichett, E. A. Mead, P. R. Miller, H. Stetson, Jr.

The Visigraph

The Efficient Typewriter

SPEED
EASY ACTION
SILENT WORKING
CONVENIENT IN USE
INTERCHANGEABLE CARRIAGES
INTERCHANGEABLE PLATENS
FINE WORK AND RELIABILITY
make it the *EFFICIENT* writing machine.

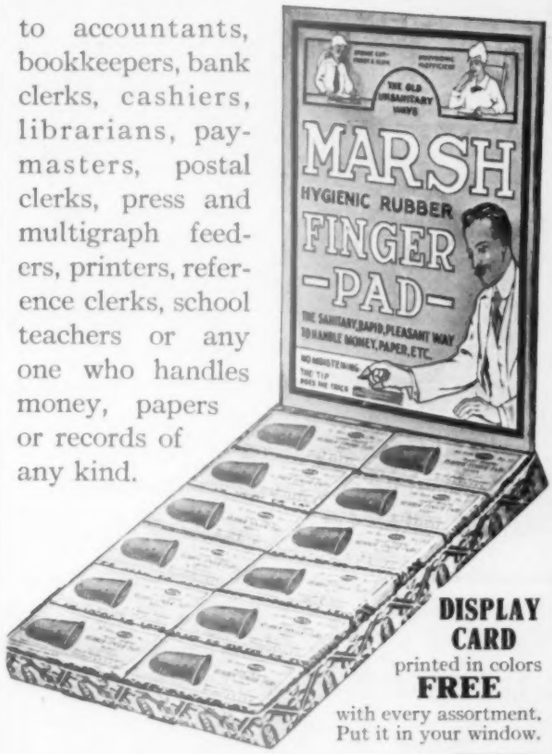
Catalogues on request.

The Visigraph Typewriter Mfg. Co., Inc.
Lenox Ave. and 116th Street
NEW YORK CITY, U. S. A.

General Agency for Great Britain:
35 Queen Victoria St., London, E. C.

SHOW THIS
display assortment
IN YOUR STORE
IT MEANS SALES

to accountants, bookkeepers, bank clerks, cashiers, librarians, paymasters, postal clerks, press and multigraph feeders, printers, reference clerks, school teachers or any one who handles money, papers or records of any kind.



DISPLAY CARD
printed in colors
FREE
with every assortment.
Put it in your window.

MARSH

HYGIENIC RUBBER FINGER PADS

Grip the Paper — One Sheet at a Time

and render the mussy, germ-laden sponge-cup obsolete.

MAIL COUPON TODAY

for introductory display assortment, as illustrated.

Size of carton, $8\frac{1}{4}$x$7\frac{1}{2}$ inches. Contains one gross assorted sizes. Price $5.50.

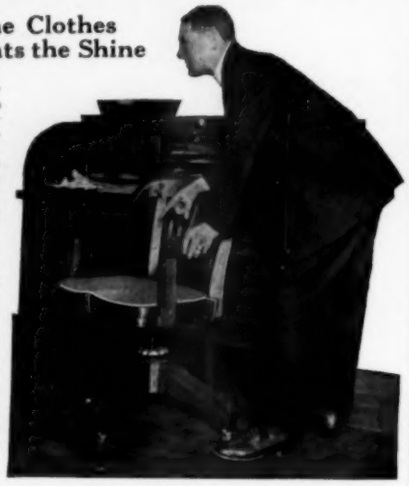
Marsh Finger Pads retail for 10c each, 3 for 25c, 75c per dozen, assuring dealers a minimum profit of $3.50 per gross.

DAVOL RUBBER COMPANY, PROVIDENCE, R. I.
Gentlemen:—Please ship at once Display Assortment containing one gross Marsh Finger Pads as advertised in Office Appliances.

Name.....
Address.....
Jobber's Name.....

THE ORIGINAL
NON-SHINE CHAIR PAD

Saves the Clothes
and Prevents the Shine



DEALERS—Every office employee, who comes into your store is your prospective customer. It has now become a staple office article, and is sold by most all Stationers and Office Supply Dealers. YOU CANNOT AFFORD to pass up the opportunity which the NON-SHINE Chair Pad offers today.

It's no trouble to convince your customers that this small investment is not a mere expense, show them how they can save in Tailors' bills several times over the amount of this investment, as the **pad takes the rub** — NOT THE CLOTHES.

RETAIL PRICE $1.25

200,000 sold last year. Sales still growing. "Dealers" write for our sales plan **at once.** A prominent display of our pads in connection with our attractive display card will greatly increase your business.

Write today for particulars—a liberal trade discount.

Beware of Imitations—Original Non-Shine Pads Are FULL VALUE RECEIVED

NON-SHINE PAD CO., 7037 Ridge Ave.
PHILADELPHIA, PA.

Goes
Lithographed
BLANKS
of Quality

FOR THE PRINTER AND STATIONER
A COMPLETE LINE COMPRISING
Stock Certificates
Gift Certificates
Certificates of Award
Insurance Policies.
Bonds · Diplomas · Checks · Charters ·
Goes Corporation Record
also
Lithographed Calendar Pads

GOES LITHOGRAPHING CO. 42-48 WEST 61ST STREET CHICAGO.
· SAMPLES ON REQUEST ·

Steel Walls as Protection Against Fire.

The Yawman & Erbe Manufacturing Company of Rochester, N. Y., asserts that steel cabinets of some kinds are not equal to "Y and E" wood cabinets in their fire protective qualities. In referring to steel cabinets they use the words "ordinary type" as descriptive of those steel cabinets which have single walls of steel without insulating reinforcements. They assert that, set side by side in the same fire, an ordinary single-wall steel cabinet will permit its contents to become entirely obliterated before the contents of a "Y and E" cabinet are affected enough even to char. They assert that the tendency of single-wall steel in a fire is to absorb and concentrate heat so that the contents are damaged first. Such steel cabinets are capable of being manufactured as handsome and durable articles, having many manifest points of desirability. It is a mistake, however, the company believes, to argue that such steel cabinets are fire proof.

For some time previous to 1914 there had been a growing sentiment in favor of steel cabinets for purposes of fire protection. Having had experience in steel manufacture since 1885, the Yawman & Erbe Manufacturing Company decided to make a type of steel cabinet which would really offer a fair degree of protection against fire. The result of this effort is found in the present "Y and E" steel line. All of the cabinets in this line except the Style "A" card cabinets are made with four-fold protection. This means double sheet steel walls, dead air space and corrugated cellular asbestos in each side, back, top, bottom and drawer front. They claim that this extensive protection is an exclusive feature of "Y and E" steel cabinets.

Elliott-Fisher's Atlanta Office Changes Its Location

On September 1, the Atlanta office of the Elliott-Fisher Company, Harrisburg, Pa., manufacturers of bookkeeping and billing machines, was removed to 1316 Hurt building, corner Edgewood avenue and Gilmer street, Atlanta, Ga.

A letter has been sent out to all Elliott-Fisher users in the territory covered by this office, notifying them of the change and stating that the new location will enable W. O. Welch, the Atlanta representative of the company, to care for the needs of the present users of Elliott-Fisher machines to better advantage and keep in closer touch with them.

Leather Workers' Strike.

Late last month ten thousand of the leather novelty workers, members of the International Union of Leather Novelty Workers, struck in New York City. It is intimated that should the strike last some time, which is not expected, the price of women's handbags, kid gloves and other things may be advanced. The demands of the workers include a 49-hour week, a 10 per cent increase for those who receive less than $18 a week, and a closed shop.

Manufacturers involved in the strike assert that they are determined to ignore the union, but would continue not to discriminate against union men.

Frank B. Towne Honored.

Frank B. Towne, treasurer of the National Blank Book Company of Holyoke, Mass., has been made a trustee of Mt. Holyoke college at a regular meeting of the board of trustees.

Mt. Holyoke is one of the best known colleges for young women in the New England states. Mr. Towne is looked upon as one of the most level-headed business men of this section, and his selection as a trustee is evidence of the respect in which he is held in his own community.

DORNETTE DESKS

Extremely Popular With Office Furniture Dealers

Made as fine as the best kiln-dried hardwoods and skilled workmanship can make them.

Write for Catalog

New Dornette Typewriter Desk.

THE J. DORNETTE & BRO. CO., Cincinnati, Ohio

A REVOLUTION IN CHAIR IRONS

This basic patent always maintains the same length of bearing in the hub. This is the only known device that overcomes the wabbly action in a rotary chair. The seat carrier is not fastened to the shaft by rivets that get loose from active use, but are welded. The seat carrier slides up and down on the post, thereby assuring the user of an absolutely rigid chair iron.

THESE IRONS USED ONLY ON MARBLE & SHATTUCK HIGH-GRADE OFFICE CHAIRS

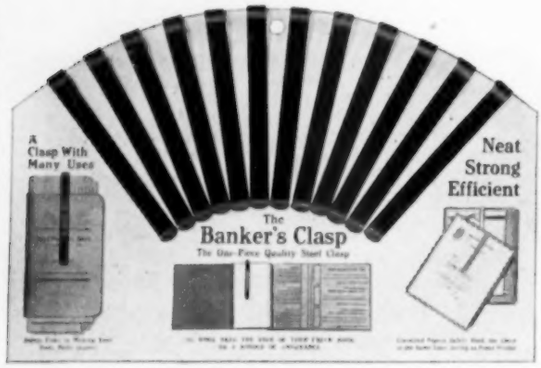
SOLD ONLY THROUGH THE DEALER
CATALOGUE SENT ON REQUEST

The stenographer's chair iron makes both adjustments to fit the back in one operation, doing away with an unsightly screw on the back of the backrest. Height of seat adjusted to suit the operator by a very simple mechanism. The stationary post, our basic patent, is also used on this iron.

THE MARBLE & SHATTUCK CHAIR COMPANY, Cleveland, Ohio

The Banker's Clasp

An Office Necessity



Your customer will thank you for suggesting its use. Retails for 15 cents. Ask your jobber or write us.

THE BANKER'S CLASP CO.

3671 Lafayette Ave. ST. LOUIS, MO.

Kohlhaas Check Sorter

Portable—Sectional ***Dealers Write for Discounts***

Portable Sight Systems

Employing New Principle of Compression

Petty Ledger, Check Sorter, Pen Extractor, Currency Holder, Desk Reminder, Deposit-slip Sorter, Pass-book Holder, Telephone Directory, Bank Deposits, Bankers' Note Cases, Pay-envelope Holder, Recipe File, Dental System, Physician's System

See our exhibit at Chicago Business Show Sept. 19-23. Exhibit inside main entrance at left.

THE KOHLHAAS COMPANY

Manufacturers

31 W. Lake St. Chicago

Mr. Bauer Entertains Boston Friends.

On Thursday, August 31, the Lynn Chamber of Commerce of Lynn, Mass., of which R. S. Bauer, proprietor of the North Shore News Company of Lynn is president, entertained the first midsummer pilgrimage of the Stationers' Committee of the Boston Stationers' Association. The committee left Franklin street, Boston, at 10:30 a. m. for R. S. Bauer's bungalow at Lake View Camp, Lake Attitash, Amesbury, Mass., where they were entertained by Mr. and Mrs. Bauer at an appetizing luncheon, and afterwards given the privilege of bathing suits, motor boats, canoes, etc. Quite a number of stationers accepted Mr. Bauer's invitation.

Interesting Office Appliances Exhibit at Toronto Shows.

The Canadian National Exhibition, held in Toronto the two weeks of August 28 to September 9th, showed its fine national character and popularity by attracting almost a million people from the States and Canada, to view the achievements of Canadian Industry, in Manufactures, Art and National Resources.

The office appliances division was well represented, the outstanding exhibit of which was that of the Office Specialty Company of Canada. It was arranged to give the effect of real office conditions. Filing stacks in oak and steel were shown, suited to the needs of business and professional men, such as lawyers, insurance agents, retail merchants, mail order men, purchasing agents, etc. The system desk, the card record desk, the record safe, combination flat top typewriter desk, book and record trucks and a number of card record systems, showed how well a man can organize to look after the fact-and-figure end of his business, if he has the right progressive spirit.

Booth of Office Specialty Co., of Canada, at Toronto Exhibition.

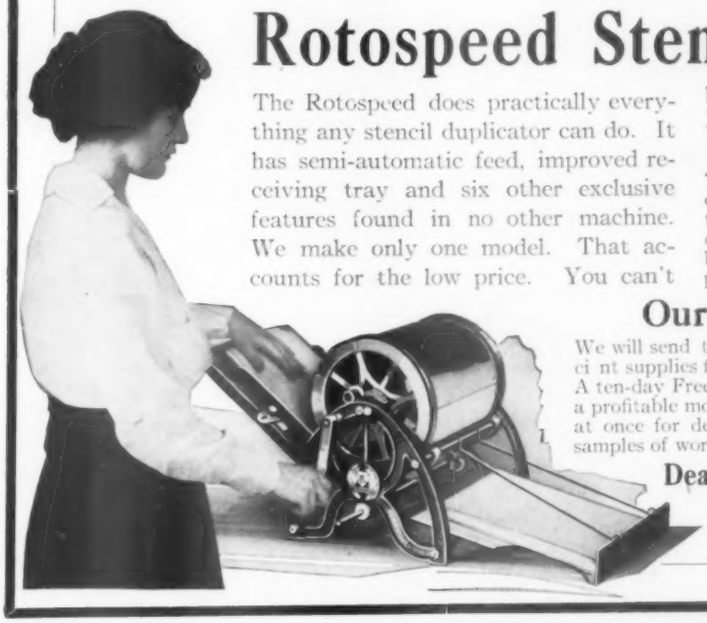
The Office Specialty Company were well pleased with the good results obtained through their exhibit at this exhibition.

Wholesalers Will Convene at Atlanta.

The Wholesale Stationers' Association of the U. S. A. will hold its convention at Atlanta, Ga., simultaneously with the National Association of Stationers and Manufacturers. The executive committee, consisting of D. H. Jonas, William G. Whittemore and Harry Haupt, has about completed its plans and has made reservations at the Georgian Terrace, Atlanta, where the association will hold its convention.

Every Manufacturer—Every Merchant

—every retailer and wholesaler needs this efficient stencil duplicator. It prints good, clear, distinct form letters. It reproduces drawings and ruled forms. It has hundreds of uses in every office where from 20 to a thousand copies of forms are required.



Rotospeed Stencil Duplicator

The Rotospeed does practically everything any stencil duplicator can do. It has semi-automatic feed, improved receiving tray and six other exclusive features found in no other machine. We make only one model. That accounts for the low price. You can't buy a better stencil duplicator than the Rotospeed at any price.

A Thousand Letters for 20 Cents

The prices of Rotospeed supplies are less than others. You can print a thousand letters, bulletins or forms with the Rotospeed and the actual cost of stencil paper, ink and all supplies will be less than 20c. This is about one-tenth the price that a printer would charge.

Our Liberal Proposition

We will send the Rotospeed with full equipment and sufficient supplies for printing a thousand copies each of 24 jobs. A ten-day Free Trial will prove to you that the Rotospeed is a profitable money-saving, money-making investment. Send at once for details of this offer, copies of testimonials and samples of work. Do it today.

Dealers Write for our exclusive agency proposition and details of our co-operative selling plan.

The Rotospeed Company
596 W. 5th Street DAYTON, OHIO

How Often Do You Wait for Your Stenographer?

Most executives lose more or less time waiting for their stenographers or secretaries to answer calls and deliver finished work.

CORONA

The Personal Writing Machine

saves the busy executive much of this unproductive time. Weighing but 6 pounds, it is always ready for service yet never in the way.

How much better to place your Corona in front of you, as you do your 'phone, and Coronatype your memos, confidential letters and data.

No waiting, no chance for misunderstandings or mistakes, no publicity for private matters—just Corona Efficiency.

Corona costs $50.00 in neat carrying case.

Corona Typewriter Co., Inc., Groton, N. Y.

INKLETS

is the new name for Eclipse Ink Tablets —the largest selling, most approved and practical ink tablet on the market

An Important Announcement To The Trade

Beginning July 15 the word "Inklets" takes the place of "Eclipse Ink Tablets"—as a shorter, handier name, more easily remembered and better suited to the purpose, as describing the customer's want *instantly*.

—Just think of "ink," let's get some—and you have it! We make this change confident that the popularity of "Inklets" will be still further strengthened through the adoption of the new name, and dealer sales proportionately increased.

If you have not stocked "Inklets" for Fall, write us for particulars and prices.

The General Eclipse Co.
DANIELSON, CONN.

This is the New Label INKLETS This is the New Label

The "B&P" SIX IN ONE Punch Press

There are three Standard Gauges of 3/16" Post Binders and three Standard Gauges of Prong Binders.

It Punches Them All

The Universal Punch

is a practical, simple and strong punch for office use, and one that the office boy can operate quickly and without fear of breaking.

$1.00

Notice the simplicity
This Shows Method of Adjustment

BOORUM & PEASE LOOSE LEAF BOOK CO.
MAKERS OF
"STANDARD" LOOSE LEAF DEVICES
MAIN OFFICE: 109-111 Leonard Street, New York
FACTORIES: Brooklyn, N. Y.—St. Louis, Mo.

New Idea in Indexes.

A departure from the usual manner of supply index tabs is presented in Patent Cut tabs as manufactured by G. J. Aigner & Co., 552-554 West Adams street, Chicago, Ill.

Aigner Patent Cut Index Tabs.

The new method, it is claimed, saves time and money because no resorting of indexes is necessary. The tabs are of uniform size, and all tabs are in rotation so that mistakes are avoided. The tabs are furnished in strips, as indicated in part in the illustration. The tabs are cut sufficiently to permit their being torn off easily, when it is desired to use them.

National Blank Book Co. Issues Supplement.

In the National Catalogue Supplement, dated August 1 and issued September 1, by the National Blank Book Company of Holyoke, Mass., the introduction, written by Frank B. Towne, prepares the trade to find blank price columns. Mr. Towne says:

"We have deferred printing our usual Spring Supplement, hoping for more settled conditions as to paper and other raw materials. As no improvement is in sight, we have decided to issue a descriptive catalog only, omitting the customary list prices. The paper situation which has been so seriously disturbed since the first of the year, is growing worse rather than better.

"Net prices will be furnished upon request, but we would be greatly assisted if a list of the National goods carried would accompany such requests. These lists can be readily and quickly drawn off from the customer's stock books. It is obvious that all prices so quoted are, in a real sense, 'Subject to change without notice.'

"As previously advised we would doubtless find it necessary to make some changes in the makeup of many of our popular priced items. These will be as conservative as possible. The preparation of a complete new catalog, probably without list prices, will be taken up at an early date."

The most important information contained in the Supplement is a list of additions, changes and discontinuations.

The items affected are Address, Bill, Cash, Composition, Counter, Invoice, Letter Copying, Manifold, Memorandum, Milk, Prescriptions, Rent Collections, Roll, Scale, Scrap, Time, Trial Balance, Folio, Buyers' Collection, Cotton Weight, Delivery, Letter, Manuscript, Miniature, Note, Pass, Price, Receipt and Stock Books. Also Pocket Ledgers, Ruled Paper, Bankers' Cases, Bookkeeping Blanks, Desk Pads, Miniature Blanks and Shipping Receipts.

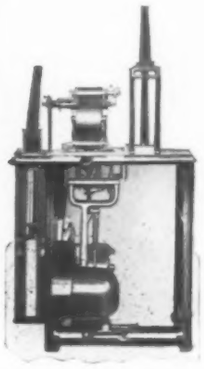
The Supplement also contains a catalog of the National line of school goods.

Dealers are advised to write for a copy of this Supplement.

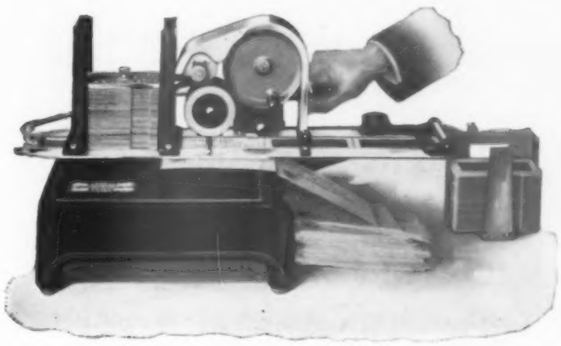
ELLIOTT ADDRESSING MACHINES

are faster, surer, cleaner, simpler and more economical.
The ***Elliott*** is the only addressing machine that "prints in sight."
Montgomery Ward & Co. and Sears-Roebuck, of Chicago, both use Elliott Addressing Systems.
They are the biggest mail order concerns in the world and they know addressing machine values.
Elliott Addressing Machines are bought by men who know.

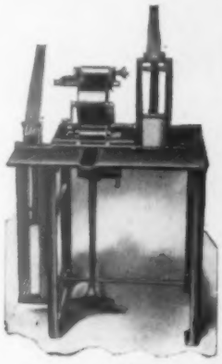
Tear off and mail this advertisement to us for full particulars



The Electric Addressing Machine
Prints 4000 addresses per hour
Price, $185.00



The Hand Addressing Machine
Prints 1500 addresses per hour
Price, $40.00



The Foot Addressing Machine
Prints 3000 addresses per hour
Price, $100.00

THE ELLIOTT ADDRESSING MACHINE CO., 145 Albany Street, Cambridge, Mass.

Climax Numbering Machine

Patent applied for.

123456
Showing full size imprint

These are ALL METAL MACHINES with metal type and figures, self inking, dust and rust proof.

The Numbering Machine operates consecutively, duplicates and repeats from 1 to 999,999.

Exceptional in appearance, durable, compact, neat clear-cut impressions and nickel plated, with rosewood handles.

We also manufacture the

Climax Name Plate Dater

—constructed along the same lines as the machines shown.

These machines do identically the same work and in just as satisfactory a manner as the highest priced. Their simplicity and absolute accuracy is most positive. Our guarantee is given with every machine.

Send today for catalog of our full line of Metal Stationery Supplies. You will be interested.

The Traut & Hine Manufacturing Co.
New Britain Connecticut
Sales Office, 1 Union Square, New York

Climax Line Dater

Patented. Other patents pending.

JAN 15 '15
Actual size of machine and imprint

GET POSTED

on what is newest and best in Business Appliances and Systems, at the 13th Annual New York Business Show, 69th Regiment Armory, New York, October 16th to 21st inclusive. More lines will be exhibited than ever before—many for the first time.

Stationers visiting New York after the convention should plan to spend an afternoon or evening at the Show. Free tickets will be sent upon request with addressed stamped envelope.

ANNUAL BUSINESS SHOW CO.

Frank E. Tupper, President — Nathan W. Tupper, Vice-President

150 NASSAU STREET — NEW YORK, N. Y.

Interesting sky line of Atlanta Georgia

It Will Pay YOU

to be in

ATLANTA

October 9, 10, 11, 12

at the Big Convention of the National Association of Stationers and Manufacturers.

For hotel reservations write John M. Cooper, Chairman Hotel Committee, care Foote & Davies Co.

P. S. Has the Golf Bug bitten you? If so, bring your clubs—several fine links available and the October weather is bully.

A Georgia Peach

Entrance to the Fine Arts Building

New Catalogue Ready

BUSHNELL'S Paperoid — ALVAH BUSHNELL CO. — TRADE MARK — PHILADELPHIA — WEARS LIKE LEATHER

The new catalogue of Bushnell's "Paperoid" Filing Containers, which was announced in the August issue of "Office Appliances," is ready for distribution to the Stationery Trade.

At the revised prices to be found therein, since the trade discounts remain practically the same, the Bushnell line is now more profitable to handle than ever before.

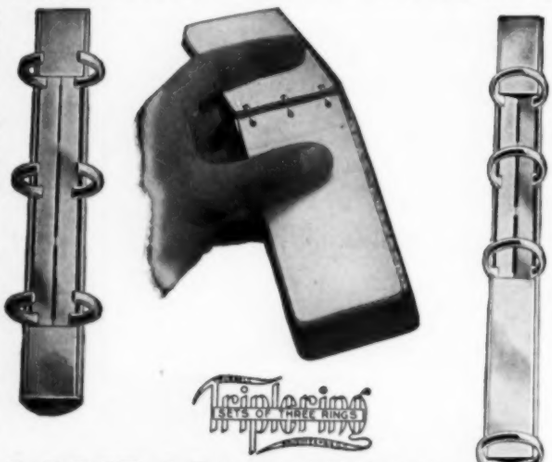
The catalogue is known as No. 36, and is dated September First.

Send for as many copies as you have salesmen and departments. If you wish copies with your imprint for distribution, please advise quantity.

Alvah Bushnell Co.

Catalogue Department

925 Filbert Street Philadelphia, Pa.



Triplexing — SETS OF THREE RINGS

LOOSE LEAF MEMOS

are built on new and correct lines, permitting the greatest compactness, beauty, strength and simplicity.

Made in several bindings; low, medium and the highest grades, including our patented one-piece "KUT FLUSH" binding.

The metal of which the rings are made is oval and solid.

Pictures of metal parts shown are actual size. Note the compactness and beauty.

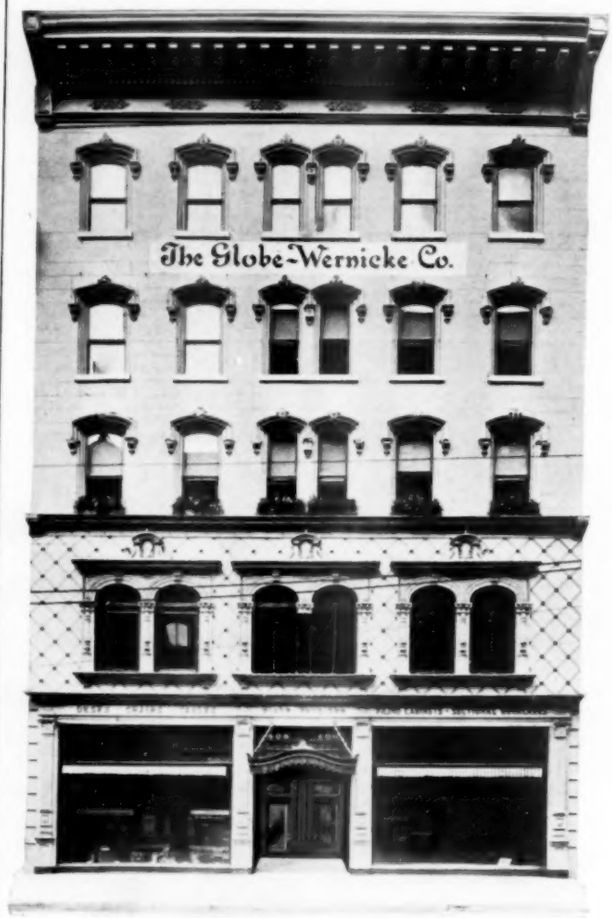
Trussell Mfg. Co.

10 N. Cherry St., Poughkeepsie, N. Y.—Branch, 106-108 Fulton St., N.Y.C.

Globe-Wernicke's New St. Louis Store.

The illustration shown in this column pictures the new store of the Globe-Wernicke Company at 406-408 North Broadway, St. Louis. The St. Louis branch of the company occupies all five floors and basement of this building. The store is 50 feet front by 125 feet deep. Charles S. Blood, the manager, states that they are carrying the largest and the most complete stock of office furniture ever shown in St. Louis.

The first, second and third floors, as well as the basement, are being used for display and sales purposes. The second and third floors are carpeted in order to show the furniture to better advantage. The fourth and fifth floors are used for reserve stock and in addition to these



Front View of the New Store of The Globe-Wernicke Co., 406-408 North Broadway, St. Louis, Mo.

the company has a three-story warehouse for surplus goods. Their principal object in carrying so large a stock is to be able to give good service and prompt delivery whenever it is possible.

The building is equipped with a powerful pneumatic cleaner so that much of the sweeping of floors and dusting furniture is thereby eliminated. This store is one of the first commercial houses in St. Louis to show window flower boxes, and the management has been complimented frequently for the display they are now making.

Moves Advertising Department to New York City.

It is stated that C. G. Percy, advertising manager of Eaton, Crane & Pike Company, will move his department to New York City and after September 1 will be located at the New York headquarters of Eaton, Crane & Pike Company, 225 Fifth avenue.

The Classic
Office Furniture.
The Oldest, Newest and
Best Lines.

Cutler

Cutler Desk Co.

Est. 1824 BUFFALO, N. Y.

The ALLSTEELEQUIP Transfer Case—Open

A Remarkable New
Transfer Case
at a
Remarkably Low Price

NOTE THESE IMPORTANT FEATURES of the ALLSTEELEQUIP CASE

1. Case completely closed on top and sides.
2. No waste space between cases.
3. Practical stacking device — cases lock securely.
4. No loose parts.
5. Legs and framework in one piece.
6. Drawer has cut down sides.
7. Heavy materials.
8. Electrically welded.

DEALERS:—Don't do anything on Transfer Cases until you have received our literature and prices. Write today for folder No. 105 giving detailed information.

ALLSTEELEQUIP CO., Aurora, Illinois

SPURGIN'S AUTOMATIC COPYING BATH (Patd.)

MOST EFFICIENT, CONVENIENT, DURABLE, ECONOMICAL.

Carries Own Water Supply for Several Days' Use

Wick Adjustable to Draw Required Moisture

No fibrous or earthy absorbents to collect impurities that fill up the cloths —Cleansable in every part—All galvanized iron—cannot break or rust. Boiler plate cover guaranteed five years. Adapted to any kind of cloths. Four sizes. Send for full description and prices.

RUBBER - TIPPED COPYING CLOTHS (Patd.)

Nearly 50,000 Dozen Sold

Anti-Fraying. Long-Wearing

Made of best white twill, especially finished for us without the use of lime. Ends tipped with permanent, flexible rubber. Adapted to any copying bath or wringer, 10 standard sizes. Trial dozen 9x12,—75c. 10x12—85c post paid. Quantities cheaper. Ask sample.

SPURGIN MFG. CO., Inc., 304 West 69th St., CHICAGO

THE ONLY ADJUSTABLE POST-BINDER ON THE MARKET

Here's a simple device that enables the office boy to bind into book form "in a jiffy" any kind of loose leaf records.

The "F-B" Loose Leaf Holder

Pat. May 13, 1913.

is adjustable to any distances between punch holes and to any size of paper.

The retail price is $3.00 a dozen with liberal discounts to dealers.

ROCKHILL & VIETOR

Sole Agents

Dept. "F-B" 22 Cliff St. New York City

Branch: 180 N. Market Street, Chicago

PASSED AWAY DURING THE MONTH

Brief Comment in Appreciation of Those Who Have Passed Away and Whose Work in This World Is Finished.

Charles Holden.

The trade will learn with regret of the death of Charles Holden, a prominent stationer of Alton, Ill., who died on Saturday, August 12, after an illness of many months. Previous to his death he had been unconscious for several days. The Alton Daily Times of August 12 presented a biographical sketch from which we abstract the following:

"Few men in Alton were better known or more highly esteemed than Mr. Holden. He had occupied many official positions during his lifetime and had always acquitted himself in such manner as to win the confidence and respect of the public. He had many warm friends, especially among the older residents of the city, who will miss his genial presence greatly and sincerely mourn his death. He leaves a devoted family who have ministered to his needs during his protracted illness, with a loving care and faithfulness unsurpassed. The sympathy of all will go out to them in full measure in this hour of sorrow and bereavement.

"The following facts in Mr. Holden's career are found, mainly, in a sketch of his life in the 'Centennial History of Madison County.'

"Mr. Holden was born at Leeds, Yorkshire, England, December 5, 1840. The subsequent year his parents embarked for America, arriving at Alton on Christmas day, 1841. This city has since been the family home. When a boy young Holden after attending the public schools, became an apprentice in the office of the Alton Telegraph and at the age of nineteen was a capable printer. Later he was employed in the office of the St. Louis Republican and for four years in the office of the state printer at Jefferson City. From 1860 until after the close of the war he successively worked for the Illinois State Journal and State Register at Springfield and for the St. Louis Bulletin. In May, 1861, after completing his engagement at the Missouri State capital he was on the last train that passed over the Osage river before the bridge was burned, and reached St. Louis the day before the capture of Camp Jackson. He enlisted at Lincoln's first call for troops, but, as the state quota was full, his company was disbanded. An interesting incident of his life at Springfield was connected with the nomination of Abraham Lincoln. Mr. Lincoln frequently called at the Journal office during his campaigns. On the day of his nomination at Chicago he dropped into the editorial rooms of the Journal at the noon hour. No one was there but Mr. Holden and the bookkeeper, Denny Roper, brother of John S. Roper of Alton, the editors having gone to dinner. While Mr. Lincoln was there a messenger boy came in and handed him a telegram containing the first news of his nomination. He read it to the two gentlemen present

King of Writers

$35

SIXTY TWO DOLLARS TEN CENTS

Sample of Work

Automatic Feed and Double Fulcrum Lever makes it Easier and Faster than any other

Weight and size one-half the average.

The Only Check Writer having adjustable spacing between characters.

Positive Spacing and Printing. Gives Absolute Protection to the check by Shredding and Sub-inking.

Protected by Welter Patents.

A one-inch stroke of the lever writes a word

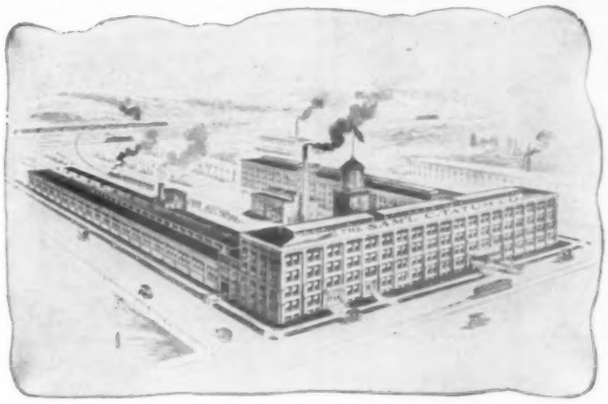
Hall-Welter Co., Inc.
183-193 St. Paul St., Rochester, N. Y.

THE HOUSE OF TATUM

Established 1859 — 57 Years of Knowing How

LOOSE LEAF DEVICES — STATIONERS' SPECIALTIES
PRINTERS' and BINDERS' MACHINERY

Loose Leaf Ledgers
Solid and Sectional Post Binders
Sheets and Indexes
Price Books
Photo Albums
Magazine Binders
Loose Leaf Metal Parts
Twine Boxes
Mail Boxes
Dumb Bells and Quoits



Copying Presses
Copying Appliances
Ink Stands
Paper Weights
Stick Files
Catalogue Racks
Stationers' Glassware
Wire Letter Trays
Wire Waste Baskets
Broom Racks

Paper Punches operated by hand, foot, steam or electricity, Paper Perforators, Single and Multiple Spindle Paper Drills, Indexing and Tab Cutting Outfits and other up-to-date equipment.

Special attention given to Export Business

THE SAM'L C. TATUM CO.

Write for our complete Catalogues

Main Office and Factory
CINCINNATI, OHIO, U. S. A.

New York Office
54-60 Lafayette Street

Makers of "The TATUM Line of True Merit"

HAMPDEN
THUMB TACKS

STRIPED
CELLULOID COVERED
Four Colors—Two Sizes

PLAIN
CELLULOID COVERED
Four Colors—Two Sizes

NICKEL PLATED
ONE PIECE CUT-OUT
Four Sizes

AMERICAN MADE

PRICE LIST "T" READY

Hampden Manufacturing Co., Inc.
106-108 Fulton St., NEW YORK, U. S. A.
Makers of "Angle-Hold" Picture Hooks

PEERLESS BRAND PEERLESS BRAND

THE DOMINANT
CARBON PAPER

PEERLESS BRAND
"MASTERGAUSE"

Those dealers who contemplate increasing the sale of Carbon Papers and Typewriter Ribbons in their establishments, commencing with the Fall Season, can accomplish this result with little or no financial expense to themselves, if they communicate with us.

"MASTERGAUSE" Carbon Paper will supersede all other brands of carbon paper if given an opportunity, and the knowledge of knowing that you can control the sale of such quality goods in your city, should prove very attractive to any dealer who really wants additional business.

Our goods bear our trade-mark and are sold in large quantities, and can more than compete with the makeshifts, the stop-gap stuff that survives a season or two.

Peerless Carbon & Ribbon Mfg. Co.
UNITED STATES
113 West Broadway, New York
EUROPE
39-40 Shoe Lane
London, England
CANADA, TORONTO
176 Richmond St., W.

PEERLESS BRAND PEERLESS BRAND

and then remarking 'There is a little woman at home would like to see this' took his departure. Mr. Holden, in relating the incident, in after years, said Mr. Lincoln did not seem either greatly surprised or elated over the message.

"In May, 1865, Mr. Holden became foreman of the Alton Telegraph and the following year purchased an interest therein retaining that connection until 1880. In 1878 he was appointed postmaster of Alton and serving in that capacity for two terms. In 1886 he established a printing office and stationery store on East Second street and conducted a successful business there until within the last year when failing health compelled him to retire. His business life in Alton, as man and boy, covered a period of over sixty years, a record seldom surpassed.

"As a resident of Alton for nearly seventy-five years Mr. Holden had witnessed the growth of the city during his boyhood and manhood, and had been actively connected therewith. Prior to his appointment as postmaster he served several terms as city treasurer and subsequently was a member of the city council for many years. As an alderman Mr. Holden rendered the city active and efficient service, especially in the capacity of chairman of the finance and street and alley committees. He was several times chosen by his colleagues as acting mayor during the absence of the executive from the city. A printer and publisher all his active life he had much to do with making the history of the press in Alton. He was a skilled printer, noted for his accuracy, and for many years gave special attention to legal work. The 'setting up of hundreds of briefs gave him an intimate knowledge of the law which was surpassed by few regular practitioners.

"Mr. Holden was one of the directors of the Lovejoy Monument Association which erected the splendid memorial to the great anti-slavery martyr, in the city cemetery. No member of the association did more or better work than he in bringing that enterprise to a successful culmination.

Mr. Holden was married on February 10, 1863, to Miss Mathilda S. Smith. They celebrated their golden wedding three years ago last February. Of their family of six children four survive: Miss Carrie E. Holden, and Mrs. H. W. Davis of Alton; Mrs. C. E. Gray of Sierra Madre, California, and Richard Roy Holden of Chicago."

Francis Slason.

While preparing to shave on the morning of August 13 at his home in Bridgeport, Conn., Francis Slason, seventy-one years old, fell to the floor and died of heart disease.

Mr. Slason was head of the firm of Slason & Co., Bridgeport. His body was found a few minutes after his death by a neighbor, who entered the kitchen where Mr. Slason fell.

Francis Slason was a prominent stationer and had resided in Bridgeport for many years. He was regarded as a rugged man, notwithstanding his age, and his sudden death was a surprise and a shock to his many friends.

J. H. Cook.

J. H. Cook, president of G. W. Dillingham & Co., book publishers, New York, died of Bright's disease on July 22. He was born in England and came to this country when he was a child. He was seventy-six years old.

In 1865 he opened a newstand and book store in St. Louis, Mo. He sold out in 1873 and came to New York City. From 1873 to 1879 he was traveling salesman for D. Appleton & Co., Routledge & Sons and Benziger Brothers.

1841-1916—75th Year

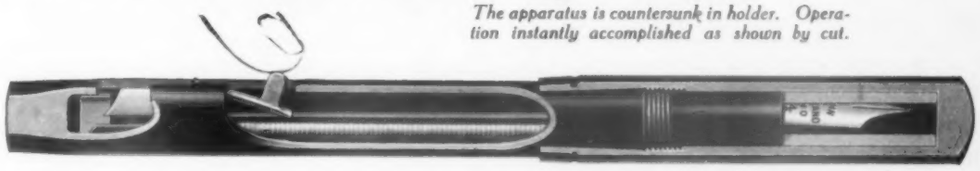
In the former year we originated gold pens.
Our 75th year is distinguished by a new inking device.

SELF—Inking —Starting —Cleaning —Locking

SAFETY—No Leakage —No Smear —No Spilling —No Evaporation

John Holland Safety Self-Inking Pen

The apparatus is countersunk in holder. Operation instantly accomplished as shown by cut.



No. 72—$2.50; No. 73—$3.00; No. 74—$3.50; No. 75—$4.00; No. 76—$5.00; No. 77—$6.00; No. 78—$7.00.
Every size fitted with John Holland gold pens for business or social writing.

The experience of 75 years focused in these pens which are produced from tip to butt in our own factories. We are one of the very few fountain pen firms who make all the parts of their own pens. Assembled pens can never be of a uniform quality as are our own manufacture.

The John Holland Gold Pen Company

Originators **127-9 E. Fourth St., Cincinnati, Ohio** *Patentees*

RING BOOK

Yes, Gentlemen this is the **Badger Ring Book**

THE BADGER LINE LOOSE-LEAF DEVICES

Having that mark of absolute efficiency which is the dealer's guarantee to his customers

These popular-priced FABRIKOID binders not only find a market ready for them but they create a steady and continuous business in other products for dealers

Your Sample Parcel Awaits Your Reply to This Advertisement

THE HEINN COMPANY, MILWAUKEE, WIS.

Here's a Money Maker for Dealers

You want to build a bigger business—make more money. Here is a chance to sell a winner—Error-Proof Speed Keys. They snap on over the ordinary keys. They save time, errors, ribbons, stationery and wear and tear on typewriters. Operators "take right to them" because they increase their speed up to 30% and frequently reduce their errors 50%. Anyone can put them on in an instant. And once on they stay on.

ERROR-PROOF SPEED KEYS

satisfy the business world. Dealers like them because of the big quick profits; buyers, because of the economy; operators, because of the speedy, even, soft touch they give. Error-Proof Speed Keys are mounted on springs, cushioning the stroke, and have extensions of the striking surface, thereby cutting down errors. Once you see a set of Error-Proof Speed Keys and try them on a machine, the great profit possibilities for you will be obvious.

Used by Hundreds of Big Concerns

Error-Proof Speed Keys are in use in such concerns as General Electric Company, U. S. Steel Corporation, Nat'l Cloak & Suit Co., Pennsylvania R. R., Singer Sewing Machine Co., Western Electric Company, Standard Oil Co., Guaranty Trust Co., etc., etc. Some of these concerns use hundreds of sets. Firms like these and hundreds of others do not waste money on worthless things.

For Immediate Profits—Write NOW

What we will tell you about Error-Proof Speed Keys will surely interest you. Write—right now.

Speed Key Selling Agency of N. Y., Inc.
82 West Broadway, N. Y.

ALADDIN
LOOSE LEAF
LEDGER OUTFITS

Outfit No. 5 comprises 200 sheets bond 5x8 ruled and printed—ledger sheets, journal, cash, record and recapitulation sheets. A to Z index, paper, red tabs, and

ALADDIN STEEL BACK BINDER
Tengwall System ——— New Patent Lock

1 inch thick, bound in red art leather. All complete in carton to retail for

$1.25

Outfit No. 1—General Ledger
" " 10—Physician's Ledger and Record
" " 15—Dentist's Ledger
" " 20—Lawyer's Docket

SALE THROUGH DEALERS

Liberal Trade Discount

Special: Sample Binder 75c Prepaid

Catalog complete line ready October 1st

KRAG & COMPANY
First National Bank Building CHICAGO

PURELY PERSONAL

Abrams, Albert B., the hustling advertising manager of Geyer's Stationer, whose middle name is said to be "Busy," visited Office Appliances recently and attended the outing of the Chicago Stationers' Association on August 26.

Albright, A. C., of the St. Louis Typewriter Exchange, St. Louis, Mo., favored Office Appliances with a visit last month. Mr. Albright was on his way to New York and Atlantic City to spend a short vacation.

Arnopolin, S. I., Kiev, Russia, is spending some time in the United States. He visited Office Appliances the latter part of last month and talked in an interesting manner of the situation in Russia and the immense opportunities there for the development of trade between Russia and the United States.

Bechshoft, H. W., of the Russian Trading Company, Moscow, Russia, called on Office Appliances on August 20. Mr. Bechshoft will spend some months in the United States arranging for lines of office equipment and other goods to handle in Moscow and the surrounding territory.

Cobb, C. C., general sales manager of the Conklin Pen Manufacturing Company of Toledo, was in Chicago on August 8 on business connected with his company.

Davis, W. J., of the advertising department of the Remington Typewriter Company, New York, visited the office of this publication on August 17. Mr. Davis was in Chicago in attendance on the Remington Accounting Men's convention.

Foy, Ed., Dallas, Texas, favored us with a visit on August 5 during one of his occasional visits to the eastern states. Mr. Foy is one of the leading dealers of Dallas.

Heddin, W. J., Petery-Heddin Printing Company, Albany, Ind., was in Chicago on August 15. Mr. Heddin says that the business in his section of the country is good.

Kliacsky, B., of Moscow, Russia, who is spending a few months in the United States acquainting himself with the language and business methods of America, visited Office Appliances the latter part of last month. He expects to return equipped to become the agent for American concerns in the Russian empire.

Lamm, Carl, Stockholm, Sweden, paid a visit to this magazine on August 25. Mr. Lamm is here in his own interests arranging for the agency for American lines to handle from Stockholm throughout Sweden and other parts of the continent.

rived in Chicago early last month. Mr. Matheson is showing a new invention in the filing device line, an invention which is allied to the loose leaf system and is described elsewhere in this issue.

Peabody, Walter B., president of the Boston Index Card Company, Boston, Mass., called on Office Appliances on August 9.

Tyshkevitch, Stanislaw, Irkutsk, Siberia, favored us with a visit on August 25. He comes to this country in advance of his brother, Alexander, who is due in Seattle in about six weeks. He is studying English and preparing himself to handle American goods in Siberian Russia.

REBUILT TYPEWRITERS

Guaranteed AAA1 Guaranteed

Known Everywhere Sold Everywhere

Wholesale—Export

GENERAL TYPEWRITER EXCHANGE, INC.

(Factory and General Offices) 70 Washington St., Brooklyn, N. Y., U. S. A.

Our products are sold at wholesale in various countries by the following:

Gt. Britain—Thorp & Martin, 79 Queen Street, London, E. C., Eng.

Philippines—Frank & Co., Manila.

India (East)—British TW Co., 5 Old Court House Street, Calcutta.

India (West)—Royal TW Co., 41 Hornby Road, Fort, Bombay.

Cuba—Moore & Reid, Obispo 39, Havana.

Siam & Malasia—Edgar Bros., Bangkok and Singapore

B. W. I.—Jamaica Times, Ltd., Kingston, Jamaica.

Colombia, S. A. — Federico Eversman, Bogota.

Greece—Miceli & Xanthos, 20 Place de Liberté, Athens.

Spain—P. R. Chown, Balmes 12, Barcelona

Haiti—Paul E. Auxila, Port-au-Prince.

Java,—N. V.-L. E. Tels & Companies, Suikerstraat Wijk F. Sourabaya.

Portugal—Herbert, Esteves & Co., Caes Do Sodré 10, Lisbon.

Switzerland — Theo. Muggli, Bahnhofstrasse 90, Zürich.

Africa — Karmjee Jivanjee & Co., P. O. Box 19, Zanzibar.

Africa (Southern)—P. B. Findlay, P. O. Box 112, Johannesburg.

Germany—Liebert & Meyerhof, Hamburg

Porto Rico—Sobrinos de Esquiaga, San Juan.

Our wholesale distributors in other countries named on request.

NEW RUBBER STAMP INK PAD

WITHOUT AN OBJECTIONABLE FEATURE
NEW QUICK-DRYING INK—ODORLESS

Noiseless — Moulded Rubber Base.
New Quick-Drying Ink — Odorless.
(Absolutely New Formula)
Impressions dry quickly. Pad remains fresh—self-inking. Not injurious to rubber stamps. No offensive odor.

Made for the highest class trade

MANUFACTURED BY
THE SUPERIOR TYPE COMPANY
32-40 S. Clinton St. CHICAGO

"The Best Wastebasket Value on the Market"

A steel basket, fireproof of course, with solid sides and welded joints, which KEEP the contents inside.

Especially attractive in design and beauty of finish, equalling in appearance the finest office furniture.

Retailing at the remarkable low price of $2.25 a basket, in the imitation wood finishes.

METAL OFFICE FURNITURE CO.
Grand Rapids, Michigan
Makers of a Complete Stock Line of Steel Desks and Tables, Priced to Sell.

DEALERS: Don't lose any time getting acquainted with these baskets. The liberal dealer's discount makes them a highly profitable article for you to handle. Fill out the attached coupon and we will send you a dozen today on approval. If they are not just the basket you've been looking for, send them back and we will pay the transportation charges both ways.

Send us the coupon today

Please send to us at once by freight one dozen steel wastebaskets, in mahogany and oak finishes, under your offer in OFFICE APPLIANCES.

Name .....

Address .....

For the Attention of the Manufacturer

Ann Arbor, Mich.

Myron E. Slater, for twelve years manager and for the last four years a partner in the firm of Sheehan & Co., stationers at this place, is opening a new store, known as the Slater Book Shop, at 336 South State street. Mr. Slater is very popular with students and the people of Ann Arbor generally. He will carry, among other things, the Weis lines of office furniture and equipment.

Calcutta, India.

The Modern Typewriter Company, 4 Mission Row, Calcutta, railway contractors, experts in typewriters, duplicating machines and accessories, including supplies and repairs, are desirous of securing the agency for new typewriters, high-grade and lower grade carbon and ribbons, and the latest devices for office use.

Chicago, Illinois.

Solomon J. Arnopolin, whose present address is in care of Simmons Company, 1347 Michigan boulevard, Chicago, desires to make arrangements with American manufacturers of office furniture and other supplies to establish their goods firmly in the Russian Empire. He wants to represent about four first-class concerns whose lines do not compete. It is his intention to spend considerable time at the factories he will represent to become fully acquainted with the goods he will sell. He has a good proposition which he will gladly explain to manufacturers who will write him. Mr. Arnopolin is a native of Russia and recently came here from that country.

* * *

H. A. Fox, managing director of the Office Appliances Coy., Ltd., Wellington, New Zealand, expects to be in Chicago in September. He will be glad to hear from makers of office devices who desire to extend their trade in New Zealand. Inquiries may be addressed in care of office Appliances.

Madras, S. E., India.

The firm of S. G. Aiyer & Co., publishers, booksellers, stationers, commission agents and importers of high-grade fountain and stylographic pens, etc., desire to extend their lines and to get into communication with American manufacturers of fountain pens, stylographic pens, inks, clips and gold nibs; also typewriters, ribbons, carbon papers, printing and writing papers; pencils (ordinary and copying); business envelopes and mail containers; paper fasteners and clips; steel nibs and penholders; and other office appliances which require little space.

VENUS 10¢ PENCIL

BECAUSE it makes good again and again and again doing the hardest kind of work perfectly and easily—that's why VENUS buyers come to your store repeatedly to get this famous distinctive VENUS water marked pencil. VENUS perfect pencils are great trade-makers. They create steady customers for you. Be sure your stock is complete. VENUS is made in 17 degrees, 6B is softest, 9H is hardest. There are also hard and medium copying.

VELVET 5¢ PENCIL

FOR general writing purposes, this pencil is without a peer. It's Blue-Band is what the man who comes to buy looks for. Velvet is exceptional for its smoothness, long life, and all 'round adaptability.

Write for catalog and prices.

American Lead Pencil Co.
220 Fifth Ave., New York
and Clapton, London, Eng.

No Other Pen Like This

The many exclusive features of the **Parker Safety-Sealed, Self-Filler** offer to live dealers the unusual opportunity of selling a type of fountain pen, the advantages of which cannot be matched by any other fountain pen made. Pen users have stopped taking chances and are now buying the

PARKER LUCKY CURVE
SAFETY-SEALED SELF-FILLER

The only pen with no **holes in the wall** through which ink can escape. Can be carried flat, upsidedown, without leaking —it's **Safety-Sealed.** In case of accident to the filling mechanism it changes from a self-filler to a non-self-filler. Fills in two seconds by merely pressing a button. It is the pen in greatest demand by people everywhere. It is the only pen you can afford to sell. Write for business particulars.

Parker Pen Co.
192 Mill Stree
Janesville, Wis.

Insure Perfect Service

PINS

BANK PINS
CUSHION PINS
PYRAMID PINS

Your pin orders will receive careful and prompt attention. Satisfaction will be guaranteed if you send them to

CRESCENT BRASS & PIN CO.
DETROIT, MICHIGAN

The Man Whose Records Are Worth Something

is a daily visitor to your store. It is this man to whom there is a decided appeal in

Underwood's "EVERLASTING" Bank Ink

A record made with this ink is really a record, because it *"Lasts as long as the paper."*

Underwood's Bank Ink comes in handsome, convenient bottles with our improved pour-out device on quart and pint sizes.

Are you getting good ink service?

John Underwood & Co.

62 Park Place, NEW YORK, N. Y.

BRANCH OFFICES:

BOSTON TORONTO LONDON PARIS VIENNA

DEALERS:

USE OUR ENVELOPE ENCLOSURES—TELL YOUR CUSTOMERS that when their stenographers, typists and billing clerks are equipped with

Lineguide COPY HOLDER

Continuously–Instantaneously

—the EYES will SEE only the line of words or figures being typed—saving TIME and MATERIAL—relieving eye strain and resultant headaches and fatigue.

Model No. 2
$3.50

Offer to show them how FOUR OPERATORS WITH LINEGUIDES CAN DO THE WORK OF FIVE not using this device.

Model No. 1
$4.00

SELL LINEGUIDE on 10 days' approval. Money back if not entirely satisfied.

Extensive National Advertising for your benefit. (See System.)

Lineguide Co.
8 S. Dearborn St., Chicago

TWO USEFUL OFFICE REQUISITES

Retail Price $1.50

Perfection Fastener Press

This device is simple and economical and there is no intricate mechanism to get out of order. It is equipped with gauge for punching papers at a universal distance from margin. The base is iron with Japan finish. Plunger and knob are nickel plated.

Send for Prices on our Paper Fasteners.

Universal Moistener

—for gummed tape. This device moistens every particle of tape even tho it be drawn at an angle. Tension rods prevent waste but do not lessen speed of action. There are no springs. The cutter works almost without effort and produces a clean operation. Send for prices on Rockbarnes Gummed Seal ng Tape.

Retail Price $5.00

These are two good lines for the up-to-date dealer. They sell readily.

ROCKWELL BARNES CO., 815-823 So. Wabash Ave CHICAGO - ILLINOIS

New Orleans, La.

A. J. Warner, for a number of years secretary of James Buckley & Co., Ltd., has resigned to take a position as assistant manager of the stationery department of Schumert & Warfield, Inc., stationers and dealers in office appliances, at 414 Camp street. Mr. Warner has many friends who wish him success in his new situation.

San Bernardino, Cal.

The John Flagg Printing Company has recently gone into the stationery business both wholesale and retail, and carries a full line of stationery and office devices, including loose leaf ledgers, binders, filing devices, Marchant calculators, etc. The president of the company is John Flagg; vice-president, Fred A. Edwards; secretary, Richard P. Head, and treasurer, Fred Dredge.

Trade Opportunities.

Reserved addresses in connection with "Trade Opportunities" may be obtained from the Bureau of Foreign and Domestic Commerce, Washington, D. C., or from the nearest office by application in letter form. Applicants should mention file numbers. The list of offices follows: New York, Room 409 United States Customhouse; Boston, eighteenth floor United States Customhouse; Chicago, 504 Federal building; St. Louis, 402 Third National Bank building; Atlanta, 521 Post Office building; New Orleans, 1020 Hibernia Bank building; San Francisco, 306 United States Customhouse; Seattle, 922 Alaska building. Co-operative district offices: Cleveland, Chamber of Commerce; Cincinnati, Chamber of Commerce; Los Angeles, Chamber of Commerce; Detroit, Board of Commerce; Philadelphia, Chamber of Commerce; South American agent, Southern Railway Company, Chattanooga, Tenn.

Copying pencils, No. 21173.—A firm in the United States writes that one of its customers in France desires to establish commercial relations with American manufacturers of purple copying pencils.

Pencil holders, No. 21695.—The commercial attaché of the Department of Commerce in France reports that a firm in that country is in the market for metallic pencil holders, or so-called "push pencils."

Office supplies, etc., No. 21753.—An American consular officer in Denmark reports that a man wishes to represent American manufacturers of pencils, pens, office supplies, tools, sewing thread, etc.

Office and stationery supplies, No. 21925.—The commercial attaché of the Department of Commerce in Chile reports that an agent in that country desires to receive catalogs of office and stationery supplies, such as punches, clips, filing cases, and other similar articles.

Bookcases, No. 21936.—The commercial attaché of the Department of Commerce in Russia writes that the manager of a company dealing in furniture is interested in receiving catalogues and price lists of wood sectional bookcases.

Typewriters and office supplies, No. 21953.—A commercial agent of the Bureau reports that a business man from Denmark is now in this country for the purpose of establishing commercial relations with American manufacturers of typewriters and office supplies. References.

Stationery, No. 21971.—A man in Colombia writes that he desires to receive catalogs, price lists, etc., from American manufacturers of stationery.

Rebuilt typewriters, stationery, etc., No. 22011.—A firm in India writes that it desires to represent manufacturers and dealers in rebuilt typewriters, stationery, carbon paper, ribbons, etc. The firm is also in position to supply raw products from India, Burma, and Ceylon.

NATIONALLY ADVERTISED

A line that has been the standard for almost 60 years—that has answered every demand of a critical trade—that has become a household word through widest distribution and use—the only nationally advertised line—

CARTER INX

MUCILAGE AND PASTE

QUALITY PRODUCTS

The following Magazines with their millions of readers—thousands of them your customers or prospects—will carry generous space this fall featuring this line for your benefit:

Cosmopolitan	McClure's	System	Munsey's	Everybody's
Metropolitan	Red Book	Hearst's	American	World's Work
Literary Digest	Sunset	Scientific American	Outlook	Modern Methods
Leslie's Weekly		Review of Reviews	Current Opinion	

The combination shown above is a very strong one and gives a dealer every assurance that he is selling a most profitable line.

Let us send you illustrated folder and booklet. Why not cash in on the above publicity with a window display at this time?

The Carter's Ink Company

BOSTON NEW YORK MONTREAL CHICAGO

Largest Manufacturers of Writing Inks, Adhesives, Typewriter Ribbons and Carbon Papers in America.

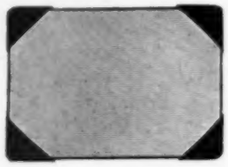
ABALONE INITIAL STATIONERY

MOTHER OF PEARL INLAID

LOVELINESS materialized describes your initial when seen on a background design of inlaid pearl as engraved in this unique stationery. We carry it in stationery and envelopes, or in correspondence cards, each being so daintily packed that a more attractive gift could scarcely be conceived. Any initial can be furnished in 23 designs.

BUNDE & UPMEYER CO. Milwaukee, Wis.

Desk Pads



We are manufacturers for over a quarter of a century and we

Know how to make Desk Pads

SIXTY STYLES — ALL SIZES — PRICES RIGHT

Tell us what kind of Desk Pads you are interested in and we will gladly quote prices and send samples if you wish—*Or*—Order a small quantity to try us out.

L. Sainberg, 65-7 W. Houston St., New York City

Also Mfrs. of Elsane Card Index Cabinets. Ask for circulars and discounts

BRASS CUSPIDORS

Ireland & Matthews

DETROIT

SELLING AGENTS

H. E. HOOKER, 619 No. La Salle St., Chicago, Ill.
BERT M. MORRIS CO. . . San Francisco, Cal.
P. F. WEBSTER CO. . . San Antonio, Tex.

Every Dealer and Jobber

who handles office equipment and kindred lines finds

"DAISY" WIRE GOODS

an interesting proposition, because the members of line cover a wide range of demand, are indestructible, sanitary, and money-saving.

The line covers among other things: Waste baskets in various sizes, retailing from 50c up; artistic umbrella stands, retailing at $1.00 and $1.50; electrically-welded, galvanized-wire rubbish burners, nested for shipping, in four sizes retailing at prices from $1.00 to $3.00.

Write for our literature and price-list.

THE MASSILLON WIRE BASKET CO.

Manufacturers

Massillon, Ohio, U. S. A.

STATIONERY

Ann Arbor, Mich.

Myron E. Slater, for twelve years manager and for the last four years a partner in the firm of Sheehan & Co., stationers at this place, is opening a new store known as the Slater Book Shop, at 336 South State street. Mr. Slater is very popular with students and the people of Ann Arbor generally. He will carry among other things the Weis lines of office furniture and equipment.

Boston, Mass.

Several alterations have been made recently in the store of the George E. Damon Company. Among these is addition of a large balcony, which will afford considerably more space for the display of goods.

Brooklyn, N. Y.

The Steel Equipment Corporation has been incorporated to engage in the business of dealing in devices of metal and wood, etc. The company is capitalized at $700,000 and its incorporators are I. W. Dunelow, T. W. Becker and A. E. Pattison, 80 Monroe street, Brooklyn, N. Y.

Chicago, Ill.

I. P. Dennison of the New York office of the National Blank Book Company, accompanied by Mrs. Dennison, visited relatives and friends in Chicago last month.

* * *

A recent addition to the force of the Horder Stationery Stores is Charles Gillespie, who, until recently, was manager of the office supplies department of A. C. McClurg & Co.

* * *

Dealers who handle office furniture will be interested to know that the Globe-Wernicke Company has leased a six story and basement building at 43-45 South Fifth avenue. This building will be remodeled and here will be established a branch store, in addition to salesrooms on Wabash avenue now occupied by the company.

Grand Rapids, Mich.

The Heyboer Stationery Company has bought a part of the Will P. Canaan stock and is operating a store at 3 Ionia avenue, N. W. Stuart J. C. Heyboer is president, Lillian Schmidt, secretary, and John Snitseler, treasurer. The company is capitalized temporarily for $2,500, but after the business has been established the capital stock will be increased and new persons will be brought into the business. The company will carry a heavy line of holiday goods and novelties. Stuart Heyboer, incorporator and chief stockholder of the company, was employed by W. P. Canaan for about five years.

Greeley, Colo.

E. Seastrand has purchased the book and stationery store of J. W. Imboden, the oldest establishment of the kind in this city.

Kansas City, Mo.

The National Security Envelope Company has been incorporated for the purpose of manufacturing envelopes and a patent card system, with a capital stock of $50,000, all of which is paid up. J. R. Sutter, C. C. Rogers and W. W. Brady are the incorporators.

Chair Comfort

Cook "Quality" Spring Back Typewriter Chairs are made to give the highest degree of comfort. The seat is carefully shaped and the back is adjustable to a position so as to properly

support the back of the user. They are not especially adapted to lounging, but are especially suited for those who have work to do and want it done quickly.

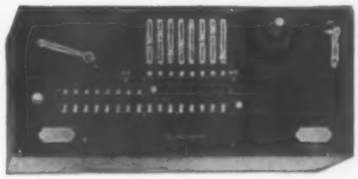
These chairs are used throughout the country and in the numerous cities abroad. The reason for their wide sale is found in their merit.

Handle this line and watch your profit grow. A Catalog will be mailed upon request.

C. A. COOK CO.
MANUFACTURERS
16-28 Osborne Street
Cambridge, Mass.

Mind vs. Machine

There is no questioning the fact that mechanical methods of calculation offer certain important advantages over mental figuring. The machine saves time and insures a closer approach to absolute accuracy than can be obtained by mental calculation alone. However, all calculating devices require some mental calculation, and just to the extent that the mental enters into a calculation is it subject to error.



The Millionaire Calculator more nearly eliminates the necessity for mental assistance to mechanical calculation than any other calculating machine on the market. In operation it seems a mathematical marvel.

Let us demonstrate how easily your problems are solved by the Millionaire. Demonstration or booklet gladly furnished on request.

W. A. Morschhauser
1 Madison Avenue NEW YORK

Erases Ink Quick!

Like a Magic Wand

The RUSH-ERASER

De Luxe

Is the first Ideal Ink and Typewriter Eraser

SELLS AT SIGHT

Price 50c

Indispensable to Stenographers, Bookkeepers, Bankers, and all Users of Pen and Ink.

Made in Solid Gold, Sterling Silver, Solid Gold Plate

One stroke and the wrong letter or blot disappears, leaving paper smooth and clean.

This Flexible Diamond Brush Has Over 10,000 Diamond Points. "That's The Reason."

No Rubber, Acid or Blades.

Used by U. S. Government, Navy and State Departments.

Elegant Display Sign in Gold and Silver for the trade.

As an *imprint* high grade advertising novelty that will appeal to the recipient and have lasting advertising value, the RUSH-ERASER has no equal.

A high-grade, rapidly-selling, guaranteed office specialty. Sample, gold plated, sent postpaid for **50c** in stamps and the name of a dealer.

Retailers and specialty men: Write for particulars.

RUSH-ERASER CO.
825 S. A. & K. Bldg. SYRACUSE, N. Y.

UNIFORMITY of inking is one of the most important factors of a typewriter ribbon, and upon this we have reached the point — par excellence.

Our ribbons are made in the following writing strengths:

Extra Light—No. 31
Light—No. 34
Light Medium No. 37
Medium No. 40
Medium Heavy—No. 43
Heavy—No. 46
Extra Heavy—No. 49

The above writing strengths can be absolutely depended upon and the particular user will always get what he wants. The different writing strengths are also known by the numbers shown.

A trial order will display beyond doubt the absolute control under which our inking system is conducted.

DIXON, HOLMES & DIXON
Proprietors

HEAD OFFICE and FACTORY
69-71 Wooster St.
New York City
Also
1305 Arch Street, Philadelphia, Pa.
212-213 Upper Thames St., London, E. C.

Established 1875 Incorporated 1900 Still at it 1916

We Make Covers

For Typewriting, Computing and all Other Kinds of Machines Having Bright and Polished Surfaces.

OFFICE FURNITURE and *everything* with *bright surface* should be so protected. We are large manufacturers of these goods and believe we make the greatest quantity and variety.

Send us *Sample* or *diagram* of *your article* and we will quote you prices and send sample of the material.

No article too large or *too small* for us to make and figure upon.

THE WILEY, BICKFORD, SWEET CO.
The Wm. H. Wiley & Son Co. Division,
HARTFORD - - - CONNECTICUT

Unit Letter Trays

No. 62. Patented Sept. 7th, 1909

"United we stand" Divided we nest

Any size decker can be built up to suit your customer. Each Unit supplied with corners securely fastened in place, and four corner posts. Anybody can adjust them.

Saves carrying several sizes in stock. Nothing pleases a customer more than to have what he wants at the time he wants it. One dozen will make six double deckers, or four three deckers.

Send for illustrated catalog and prices. Manufactured by

Worcester Wire Novelty Co.
Canton, Ohio

Just to remind you

of the fact that profit for you and permanent satisfaction for your customers lie in

Summit, Apex, and Cyclo
BRANDS OF
Typewriter Ribbons and Carbon Paper

and that we shall be glad to prove our contentions if you will but make the request.

No live dealer ever fails to investigate a proposition which promises permanent profits. There is no reason, is there, why you should not write us immediately?

UNION RIBBON & CARBON COMPANY
Main Office and Factory: Front and Laurel Sts., PHILADELPHIA

Lansing, Mich.

Crotty Bros., the oldest book and stationery store in Lansing, will move into larger quarters this fall and will give considerable attention to office supplies and office filing devices. They expect to carry a complete line of Weis filing cabinets and supplies.

Manitowoc, Wis.

It is stated that A. L. Noel has retired from the position of president and general manager of the Invincible Metal Furniture Company. It is reported that negotiations are pending for the sale of the company's entire output for a term of years.

Newcastle, Ind.

The Beatty & Morris book and stationery store at 1309 Broad street, has been purchased by Homer H. Cooper.

New Orleans, La.

A. J. Warner, for a number of years secretary of James Buckley & Co., Ltd., has resigned to accept a position as assistant manager of the stationery department of the well-known house of Schumert & Warfield, Inc., stationers and office equipment dealers, 414 Camp street.

* * *

Laporte & Co., dealers in books, stationery and office equipment, having purchased a portion of the bankrupt stock of Thomas McCormack, have opened a store at 103 St. Charles street.

New York, N. Y.

Goldsmith Brothers, the Nassau street stationers, have taken the store formerly occupied by the New York branch of the Weis Manufacturing Company at 75 John street, and will use it as an auxiliary establishment. Readers will remember that the Weis Manufacturing Company moved its New York headquarters to another location in that city.

* * *

A. G. Lutz, secretary and treasurer of the Elsinore Paper Company of New York, spent his vacation recently at Panama.

Orange, N. J.

The Hutchinson Office Specialties Company has recently been incorporated with a capital stock of $100,000 by M. R. Hutchinson, W. Mayug and J. F. Ohagan of this place. The company will do a general business in office specialties, novelties and staple lines.

San Bernardino, Cal.

The John Flagg Printing Company has recently gone into the stationery business, both wholesale and retail, and carry a full line of stationery and office devices including loose leaf ledgers, binders, filing devices, Marchant calculators, etc. The president of the company is John Flagg, vice-president, Fred A. Edwards; secretary, Richard P. Head, and treasurer, Fred Dredge.

San Francisco, Cal.

The Isaac Upham Company is to build a mezzanine floor at the rear of their new store on Market street to accommodate their offices which now take up valuable space on the ground floor.

St. Louis, Mo.

The Dennison Manufacturing Company has recently closed out its St. Louis branch, leaving the retail trade to the care of the local stationers. The Buxton & Skinner Stationery Company is especially well stocked with Dennison goods and advertise that they can fill any requirement in that line.

IMPRESSIONS
OF A BUSINESS MAN

MY new book, published under this title, is selling as rapidly as I expected, which means that the demand is greater than would satisfy most people. One well-known business man ordered fifty copies, another twelve, another nine, whilst many have sent repeat orders so that they may give copies to friends. There is nothing special about this book except that it is well printed and bound and the contents are really interesting. It is a reprint of the best things out of the first year of my little magazine IMPRESSIONS—the monthly delight of big business men. I write the whole of it myself and say just what I think about business and advertising and life.

SOME OF THE THINGS THAT HAVE BEEN SAID ABOUT IT

"Your book is refreshing in originality and style."

"An excellent tonic for the discontented. The sunny optimism is infectious."

"It is A1. Calculated to make one think."

"It is useful, instructive and interesting."

"I must have another copy for my friend. Hope I am not too late."

"Its chief fault is that the price is too low. One article alone was worth five shillings."

"Brains and common sense are not always together as noticeably as in this book."

"It contains much pleasurable and profitable reading."

"A book of many new thoughts written entirely in quite a new way."

WHEN the edition is exhausted there cannot be any more. The price of this book is one dollar, post free, including a year's subscription to my magazine IMPRESSIONS. Just pin a dollar bill to your letter heading and send to address below. If any man says he is disappointed with this book I will return his money immediately. Nobody has yet.

G. E. WHITEHOUSE
76 Hanover Street
EDINBURGH
SCOTLAND

No More Writing Uphill

WRITING uphill is tedious work. You are impairing the efficiency of your bookkeepers if your business still uses the old style post or thong binders.

The flat writing surface of a "Proudfit" Binder is much easier to work with. Not only is neater work secured—but valuable time is saved as well. In a "Proudfit" each page is nearly as flat as if it were laid on the desk by itself. This is all due to the Blank Book Principle and the narrow binding margin used in the "Proudfit"—less than one inch. And yet the sheets are held so firmly that a single sheet will support the weight of the whole book.

"The Proudfit"

Lightning Operation—Unlimited Expansion

A "Proudfit" opens flat—no matter how many sheets it contains. Unlike the posts or thong style of binders, you need not "dig down into the back" to remove or insert sheets. Dead accounts can be removed—or new accounts added in a fraction of the time required with other binders. The "Band Arch" feature makes this possible—and keeps the sheets always in perfect alignment.

Spring Back Binder, open and unlocked (Note Band Arch)

Spring Back Binder, open and locked

In a "Proudfit" there is no protruding mechanism to scratch or mar the desk. It is mad in several different styles of back, with limited and unlimited expansion, as the purpose demands.

Write for our Club Booklets

We publish a series of seven club Booklets showing and describing "Proudfit" Binders for pocket, desk, catalog, accounting and every conceivable purpose. The booklet "No More Writing Uphill" is one of the seven. Attach the coupon to your business letterhead and the entire seven will be sent free of charge.

The Proudfit Loose Leaf Co. **Grand Rapids, Michigan**

The Proudfit Loose Leaf Co.
Grand Rapids, Michigan.
Please send me your seven Club Booklets.
Name _____
Address _____

HAS YOUR TYPEWRITER THE GRIP YET?

Grip

Trade Mark

Reg. U.S. Patent Office

GRIP applied to the platen of your typewriter stops immediately all paper-feed troubles.

GRIP saves time, money and worry.

GRIP makes old platens work better than new ones.

GRIP lengthens the life of your typewriter platen.

GRIP pays for itself many times.

RETAIL PRICE $1.00

GRIP is being enthusiastically received throughout the United States. Enormous profits are being made by dealers where GRIP has been introduced.

Send 50c for trial package and dealers' proposition.

THE GRIP COMPANY

Railway Exchange Building Kansas City, Mo.

Positively Prevents Typewriter Paper-feed Troubles

Keep Posted

on the happenings in the office appliance field. Know what others are doing and learn of new devices just as soon as they are ready for the market. A difficult matter, you may declare, but it will not be very difficult for you. Read OFFICE APPLIANCES every month and you will be well informed concerning all such developments. Our force, assisted by a thousand sources of information, collects the important material and publishes it monthly.

A suggestion for your benefit more than for ours: Send $1.50 for a year's subscription (for Canada, $1.75; foreign, $2.00).

THE OFFICE APPLIANCE CO.

417 S. Dearborn St. Chicago, Ill.

Mr. Typewriter Dealer

N.T.E.Co.

There are Three Reasons why our customers are still with us.

1—Prompt Service
2—Low Prices
3—Good Goods

We are wholesale dealers in Rough and Rebuilt Machines, and with our connections we are prepared to take care of you. Our quotations are worth getting.

We want you on our Mailing List.

Special Price List Now Out—GET IT

National Typewriter Exchange Co., 110 Broad St., Boston, Mass.

TYPEWRITERS

Angola, Ind.

The Morley Multiple Typewriter Sales Corporation, with a capital of $200,000, has incorporated to manufacture, sell and buy typewriters and adding machines. William H. Waller, William F. Waller and others are the incorporators.

Boston, Mass.

The Underwood Typewriter Company, which has been located at the corner of Franklin and Devonshire streets for several years, has recently moved to the corner of Franklin and Arch streets, where it will occupy larger and more convenient premises.

Cleveland, Ohio.

F. D. Organ states that he has severed his connection with the Elliott-Fisher Company to become the active head of the Ben-Hur Chicago Motor Company. Mr. Organ believes that he has become identified with a field which offers unusual opportunities for success with a car he believes represents remarkable value in a medium-priced vehicle.

Ft. Smith, Ark.

L. B. McAdams, who was in charge of the Ft. Smith sub-office of the L. C. Smith & Bros, Typewriter Company, resigned that position some weeks ago and returned to his home in Atlanta, Ga.

Milan, Tenn.

R. J. Burrow of this place has recently taken the local agency for the Corona typewriter under the general direction of Fred. D. Kammann of Dallas, Texas, manager of the Corona Typewriter Company's southern division.

Oklahoma City, Okla.

Albert U. Hassig, salesman for the L. C. Smith & Bros. Typewriter Company, enlisted with the Oklahoma National Guard. He immediately received his appointment as orderly in the headquarters company. He was thereupon stationed at Ft. Sill awaiting orders to proceed to the border.

Paris, France.

J. H. Davis, managing director of the Paris agency of Gaston, Williams & Wigmore, Royal Typewriter agents for France and the colonies, has become a member of the Machine-a-Day Club. Mr. Davis has had a long experience in the typewriter business in France.

Rio de Janeiro, Brazil.

Ellsworth Lyman, formerly manager of the Royal Typewriter Company's office at Hartford, Conn., but now special traveling representative for the Royal in South America, recently visited Fred Figner, Royal dealer at Rio de Janeiro, and secured an order for fifty-five regular and wide model No. 10 Royal machines.

Rochester, N. Y.

Mrs. Winifred Sackville Stoner, author of "Natural Education" and originator of teaching children to read and to spell by means of the typewriter, recently presented an L. C. Smith machine to the Rochester Deaf and Dumb Institute. She hopes to see typewriters in every institution of this kind, for she believes that the typewriter is a veritable fairy in helping the deaf and

BRAND

ADVERTISE YOURSELF

Your trade uses typewriter ribbons and carbon paper. You want to sell *good* ribbons and carbons. This combination can be worked out to result in more business and greater profits for you if you sell ribbons and carbons under your own name and brand. Then your customers will come back because they know where to go.

Send for samples of our typewriter ribbons and carbon paper. Try them out thoroughly. Put them to the most difficult tests. You'll decide they are the kind you'd be glad to have associated with your name.

Write today for samples.

U.S. Typewriter Ribbon Mfg. Co.,
Sansom & 8th Sts.,
Philadelphia, Pa.
CABLE ADDRESS—PRINTER

Fix This In Your Memory

BICO

PRODUCTS ARE STANDARD

INDEX CARDS
and
FILING SUPPLIES

CABINETS
for
CARD and VERTICAL
FILING
LEDGER DESKS

INDEX CARDS
Accurately cut and ruled to register.

CARD GUIDES
Made in three grades. (Plain and celluloided tip.)

VERTICAL FOLDERS
with scored bottoms. (Square edge and tab cut.)

VERTICAL GUIDES
Manila, medium and heavy weight pressboard. (Plain, celluloided and metal tips.)

SPECIAL CARDS
Ruled and printed forms for BANKS, INSURANCE CO., COUNTIES, MUNICIPALITIES, MANUFACTURING INSTITUTIONS.

Ask for Catalog No. 3

Boston Index Card Co.
113 PURCHASE ST.
BOSTON - MASS.

Cause and Effect

The guarantee with which we back every Vul-Cot Waste Basket to give five years' service is in itself an extraordinary selling feature, and is instrumental in actually making a large number of Vul-Cot sales.

The VUL-COT Dealer Policy

of protecting the trade; of carrying on the largest advertising campaign ever used in exploiting a waste basket, and providing a good profit for the dealer —all comprise a chain of factors that make Vul-Cot Baskets a most profitable article for stationers to sell.

Here you have the experience of a few dealers—that is, the "effect" of the guarantee in conjunction with the dealer policy.

Full information regarding Vul-Cots and their sale furnished any dealer upon request. Writing incurs no obligation.

AMERICAN VULCANIZED FIBRE CO.
520-525 Equitable Building
WILMINGTON, DELAWARE

A Few Instances of Dealers' Re-orders

A Philadelphia dealer in six months bought
108, 72, 72, 67, 72, 61, 100, 73, 12, 12.

A St. Paul dealer in months bought
72, 72, 72, 72, 2, 16, 144.

A Baltimore dealer in f u months bought
72, 72, 144.

Old Prices and
Plenty
in Stock
NOW

CLOTH COVERED CABINETS

A word to the wise—
is a volume.

Place a Sample Order.

DESK PADS

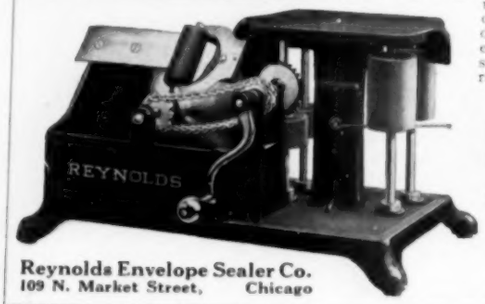
L. HOFFMAN
18 Spruce St.
New York City

Saving 25% to 33⅓% on a timely purchase is better than 6% a year.

"Do you want our catalogue?"

DEALERS SELL THE REYNOLDS

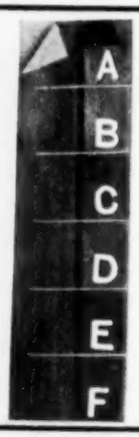
ENVELOPE SEALER because it is so simple and durable it makes them the best profit and the most friends. Hundreds have been in use five years or more without a cent of expense for supplies or repairs.



PRICE
$35

Size 7x8x14 inches. Weight 21 pounds. No adjustments.

Reynolds Envelope Sealer Co.
109 N. Market Street, Chicago



AIGNER'S PATENT
CUT INDEX TABS

For Loose Leaf Binders, Box Files, etc.

These tabs come in strips cut so that it is a very simple operation to detach them. They are uniform in size and convenient to apply.

The trade is cautioned against imitations. Our rights are covered broadly in a patent issued August 8, 1916.

AIGNER'S are the **better kind** of index tabs, combining several important features.

Write for further information.

G. J. AIGNER & CO.
552-554 W. Adams St., CHICAGO, ILL.

Your Manufacturing
Problems Simplified

¶ We will take your article, develop and improve it, design and make the tools and special machinery for its manufacture. We will produce it for you *in our factory*, or design and make a complete equipment of jigs, fixtures, dies, etc., for its production *in your own factory*.

¶ Our tool department is peopled by 300 expert designers and tool makers.

¶ Consult us regarding your proposition. Our advice will be valuable to you.

The Taft-Peirce Mfg. Company
Main Office and Works: Woonsocket, Rhode Island
NEW YORK, 165 Broadway DETROIT, 1311 Majestic Bldg.

dumb to learn how to read and to spell in a very short time. Mrs. Stoner declares that "the typewriter, the dictionary and The Book of Knowledge prepare the twelve-year-olds so they can enter college."

San Francisco, Cal.

N. K. Parkhurst, formerly representing the Peerless Check Protector Company in the California territory, has accepted a position on the sales force of the Royal Typewriter Company and is covering San Francisco territory with encouraging success.

* * *

H. A. Sperb, who left the Remington Typewriter Company some months ago to represent the U. S. Slicing Machine Company of La Porte, Ind., in this territory, is now back again with the San Francisco office of the Remington Company and is covering local territory.

* * *

R. J. Harris, formerly connected with the Oakland branch of the Remington Typewriter Company, has been appointed manager of the Remington sub-branch at Fresno, succeeding K. K. Rives, who has been promoted to the managership of the Sacramento branch. H. W. Knopp, the retired manager of the Sacramento branch, has gone into another line of business.

* * *

J. M. Lund, manager of the San Francisco office of the Remington Typewriter Company, is receiving the congratulations of the trade upon becoming the proud parent of a ten-pound baby girl, who was born last month. Mr. Lund has just returned from a business trip, during which he visited the company's branches at Fresno, Sacramento and Stockton.

* * *

Frank W. Aust, San Francisco manager of the Underwood Typewriter Company, went East last month to visit the factory and to attend the managers' convention held at Atlantic City.

* * *

C. R. Worrell and E. C. Lawson, of the local Underwood staff, have returned to their positions after an enforced vacation due to a recent automobile accident. Both limp a bit, but are still in the ring.

* * *

J. R. Bierma, Pacific Coast manager of the Corona Typewriter Company, whose headquarters are at 26 Powell street, has returned from conventions of the company's sales managers held in Chicago and New York.

Scranton, Pa.

P. A. Haberkorn, manager of the Scranton office of the Royal typewriter, a sub-office of the Philadelphia branch, has entered the Machine-a-Day club.

Syracuse, N. Y.

T. Russell Smith, sales manager of the Soulis Typewriter Company, Ltd., St. John and Halifax, N. S., recently visited the factory of the L. C. Smith Bros. Typewriter Company.

Vicksburg, Miss.

Henry N. Levy, 1216 Washington street, this city, has recently taken the local agency for the Corona typewriter under the general direction of Fred D. Kammann of Dallas, Tex., manager of the Corona Typewriter Company's southern division.

Waco, Tex.

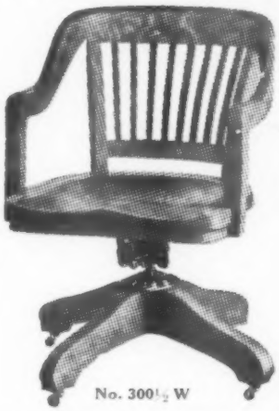
The J. A. Oren Company of this place has taken the agency for the Royal typewriter. Mr. Oren, the proprietor of the business was one of the pioneers in the typewriter field in the Southwest. He achieved great success as the representative of one of the older typewriter companies and has won prosperity through a genuine desire to serve his customers to the fullest extent.

BUY A CHAIR

TODAY AT BAKER'S

A MATCHLESS MILWAUKEE CHAIR

We sell them—have sold them for *twenty-six* years, and our oldest customers are *highest* in their praise—because they have *tried them out* and found them *good.*



No. 300½ W

For forty-five years these Chairs *have* been good—always good.

Honesty, loyalty and efficiency are a part of every Chair built in this factory. In some cases three generations—father, son and grandson—are working side by side.

One of their employees, when a boy, worked first in the shipping department—later he built the factory and buildings they now occupy, and today—he is president of the Milwaukee Chair Co.

Where recognition of ability and policies like these prevail, the product turned out will always be good.

These Chairs are not only good and beautiful in appearance, but they are comfortable and will make you feel at ease during the busy hours, and rested when the day's work is over.

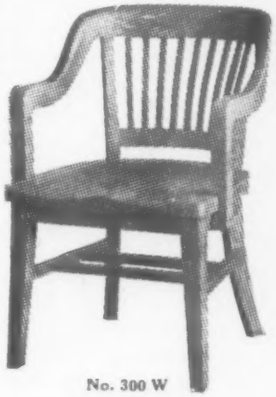
Almost every demand for Office Chairs can be supplied from the Milwaukee line—because it is a long line—and covers a wide field—and includes everything from a modest priced office or Typewriter Chair—up to the highest grade in special and exclusive designs.

Milwaukee Chairs are built *up* to an established standard of quality—not *down* to a competitive price—and yet the price is little more if any than Chairs of lower grade.

We carry on sample and in stock for immediate delivery all the leading and popular numbers in the different grades and finishes.

Every Chair in the line carries with it the broad guarantee—backed by the Manufacturer and ourselves—*You must be satisfied.*

We will be glad to show you these Chairs, send you a catalogue or tell you more about them when you are ready.



No. 300 W

The Chairs placed in the William Penn Hotel were made by the Milwaukee Chair Co.

Baker Office Furniture Company

304 Wood Street Office Outfitters, Stationers 302 Wood Street

BUY A DESK—BAKER'S

This interesting advertisement appeared in a leading daily paper of Pittsburgh, Pa. Because Milwaukee Chairs are substantial business builders this customer finds it quite profitable to advertise their merits to the business public.

Catalogue mailed upon request.

MILWAUKEE CHAIR COMPANY, Milwaukee, Wis.

Makers of Fine Chairs

Ideal Tubular Stands

No. 3 Combination Typewriter Stand

are now used by practically all leading manufacturers of office machinery of every kind for which a stand is necessary.

If you are interested in a stand that will increase the value of your product, send us your specifications and we shall be pleased to submit sample with quotations at our risk.

The cuts herewith show but two of a great variety of styles.

Cut at left shows model No. 3 combination portable and rigid typewriter stand. Same model with all its advantages will be furnished for any other office machinery.

Mount your machine on our stand, roll it to your work, throw the crank to other side, and you have a rigid stand.

Write for circular with prices and discounts.

Burroughs Adding Machine On Our Stand

Fowler-Manson-Sherman Cycle Mfg. Co.

1447-1455 W. Austin Ave., Chicago

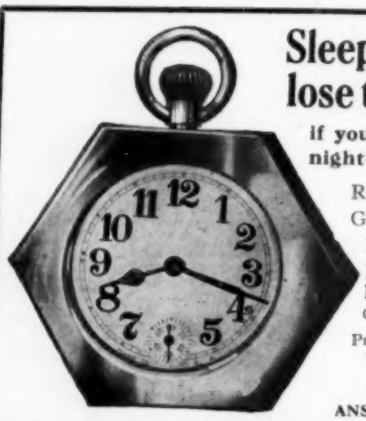
SPECIAL To Dealers and Agents

We allow interesting commissions on all sales due to your efforts to get us in touch with responsible firms having large quantities of out-going mail, and in lucing them to try the wonderful, time-saving, money-saving

Saunders *Sealograph*

The Sealograph must sell itself after trial. You have no stock to carry, no machine to show. Just present our Special Proposition to the prospect, and follow our simple instructions. The Sealograph is now used by many of the largest firms in the U. S. and endorsed by them. Always sold after trial. Practically every trial results in a sale. Commissions promptly paid. Dealers write for special instructions. High class agents and salesmen, INVESTIGATE. Address

SEALOGRAPH COMPANY
521 S. W. Boulevard Kansas City, Mo.



Sleepless Nights lose their terrors

if you own one of these night and day watches!

Radium treated dials.
Good timekeeper.
Handsome case.
Handy at home or hotel or in sleeping car.

Prepaid — anywhere **$2.50**

H. D. PHELPS
ANSONIA, CONN.

No. 386. Oak Revolving Office Chair

No. 386½. Oak Stationary Office Chair

No. 387. Oak Stenographer Chair

Write for exclusive Agency.

Dealers Only

We have been making chairs for 50 years. We ought to know how.

The Buehner Chair Co., Evansville, Ind.

IDEAL

STENCIL MACHINE marks shipments with neat, plain addresses—saves time, dollars and trouble in the shipping room.

This new, free book, SAFEGUARDING YOUR SHIPMENTS, tells how to mark shipments easier, quicker, cheaper, yet neater and more accurate. It tells why shippers are losing $10,000,000 annually due to poor markings. It explains a simple shipping system that is saving time and money for countless business firms—and tells how YOU can save time and money in your own shipping room.

A copy is free to any shipper who writes for the book on his letterhead.

IDEAL STENCIL MACHINE CO., 151 Ideal Block, BELLEVILLE, ILL., U.S.A

ADDING MACHINES

New York, N. Y.

It is reported that the Commercial Calculator Company, 165 Broadway, is a new concern which will make and sell adding and calculating machines.

San Francisco, Cal.

W. W. Erskine, who has the Dalton agency in California, has just been on a business trip down the San Joaquin Valley closing up a number of deals in that section. He says business in the interior is very good, but that the best business during the summer has been right in San Francisco.

* * *

G. X. Wendling, the new vice-president and general sales manager of the Dalton Adding Machine Company, is expected on the Coast shortly, where he will inaugurate a progressive selling campaign. Mr. Wendling was formerly president of the California Pine Box & Lumber Company, and as such enjoys a wide business acquaintance on the Pacific Coast. He first became interested in the Dalton adding machine when a number of the machines were installed in the offices of the lumber company. Then severing his connection with the lumber industry, he was attracted to the new field in which he now casts his lot.

* * *

W. W. Erskine, office manager of the Dalton agency in San Francisco, has been spending a short vacation at his ranch at Vineburg in Sonoma county. His health is much improved after his outing. George E. Montgomery, who is supervisor of the San Francisco field work of the Dalton adding machine, reports a specially active August. He says the Erskine agency has been entirely sold out of Accountographs, the high-priced German calculating machine, for some time, but he is hopeful for some new shipments soon, possibly by submarine boats. This machine was doing well when the European situation interfered with importations and prevented any concerted activity in promoting sales.

* * *

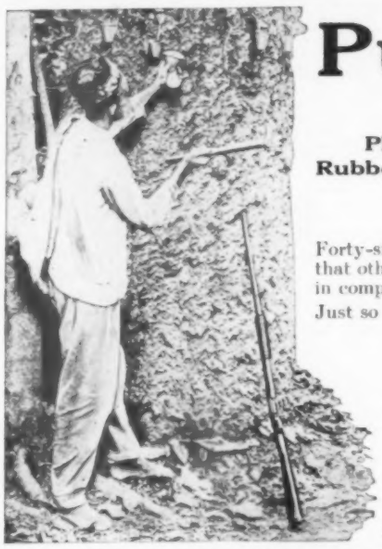
A meeting of all the Western sales managers of the Burroughs Adding Machine Company was scheduled to be held in San Francisco on September 4, 5 and 6. F. H. Dodge, general sales manager of the company, was present, as well as several other factory officials. The company has twenty-two sales managers in the territory from Denver west, and all of these are expected to attend the convention.

* * *

Mr. Healy, office manager of the San Francisco branch of the Burroughs Adding Machine Company, has just returned from a visit to the factory. He visited the factory in the course of a vacation trip in the East.

Tacoma, Wash.

L. W. Hobson, formerly of the Oakland office of the Burroughs Adding Machine Company, and more recently the Burroughs representative at Fresno, Cal., has been promoted to the position of sales manager of the Burroughs branch at Tacoma, Wash.



Pure Gum Rubber

Full of life

Platens for typewriters and adding machines **Feed rolls**
Rubber feet **Rubber bands** **Telephone cushion receivers**
Cuspidor mats **Perforated mats**

"Everything that's best in rubber"

Forty-six years back, Dr. B. F. Goodrich bought pure gum Para rubber stock the same that other rubber chemists bought, but he made White Anchor Brand Fire Hose so superior in compound and cure that some of it's in use yet.

Just so with every other one of the fifteen thousand items in the

GOODRICH

catalog. Practically applied they prove superior and have therefore built up a business that is known for rubber goods that last.

Follow this call Mr. Dealer by ordering rubber office appliances that are KNOWN, that SELL, that LAST.

The B. F. Goodrich Company

Factories: AKRON, OHIO **Branches in All Principal Cities**

A NEW WRITING INSTRUMENT

The B. B. Self Filling Stylo—Built Around a New Idea

combining the Fountain Pen Feed with the Stylographic Point.

Embodying the best Fountain Pen Features.

A Capillary Ink Channel **Modern Filling Device** **Safety Screw Cap**

A Pen with a Mission—To Serve You. Send for samples and discounts. Fully Guaranteed.

Retail Price—Self Filler $2.00; Regular $1.50

Bird Bill Pen Co., Dept. B. **309 Broadway, New York**

An Attractive Typewriter Desk

This desk has been designed so as to give the maximum desk of efficiency and to be an ornament as well. It is made of carefully selected lumber thoroughly kiln dried. It is not expensive.

This is just a sample of the Tell City Line. Upon inquiry we shall send you a catalog showing the entire line in detail. Every dealer in office desks should have this catalog on file.

TELL CITY DESK CO.
TELL CITY, IND.

The Lightning Change Maker

The Accepted Standard Among Change-Making Devices

In nearly every line of manufacture, one maker's product stands out head and shoulders above its competitors as the accepted standard—the leader.

Among change-making devices, this position is undeniably held by the "Lightning Change Maker."

This is evidenced in its wide adoption by the world's largest department stores, elevated, subway and steam railroad systems, public service corporations, factories, restaurants, theatres and merchants in practically every line.

Details are given in our free book—"Making Change by the Modern Method." It shows our changer, payer and theatre models. Get a copy.

The Barrett Changer Co.
616 S. Michigan Boulevard
Chicago Illinois

Live Representatives are not slow to recognize the sales possibilities in this device.

"AMBERLITE" FILTERS
Save the eyes

Slip over any electric Globe, filter the light and destroy the harmful rays.

25 cents each

Bright light filled with Ultra-Violet rays are usually the cause of Headaches and Smarting or Burning Sensation in the eyes.

A Boon for Bookkeepers, Stenographers or any one working in artificial light.

AMBERLITE Filters are made of the highest grade of Pyralin, blended to a certain shade of Amber, which neutralizes the harmful rays of light, transmitting only the beneficial ones.

Endorsed by Oculists and Opticians. Unbreakable. Color is permanent. Attached in an instant.

Ask Your Jobber for Them. Manufactured By

Chicago Eye Shield Co.
2300-2304 Warren Ave., Chicago, Ill.

OTHER MACHINES

Chicago, Ill.

G. H. Abbott and wife are making an extensive trip through the New England states. Mr. Abbott is secretary and general manager of the Duplicator Manufacturing Company, and is combining business with pleasure during his trip.

Council, Alaska.

The only newspaper published in the little mining camp of Council, is "printed" on a Commercial Duplicator. A. B. Kinnie, who publishes the newspaper, is very enthusiastic about this useful machine. He receives all the telegraphic news coming to that part of Alaska daily, and reproduces it in this manner.

Endicott, N. Y.

It is reported that the International Time Recording Company has let a contract to A. E. Badgley of Binghamton, N. Y., for the erection of a factory building, which is to be fifty feet wide by two hundred feet long.

New York, N. Y.

The Commercial Calculator Company has been incorporated for $30,000 to manufacture and sell adding, calculating and registering machines. W. Berk, G. Goldsmith and A. Kipp of 165 Broadway, are the incorporators.

Rochester, N. Y.

The Todd Protectograph Company, through its Weekly Bulletin, recently offered prizes of five dollars each for the best articles on "Selling in the Summertime." These prizes were won by J. S. Ramer of Texas; H. B. Midkiff of North Carolina and Samuel Shannon of Michigan, all Protectograph salesmen.

San Francisco, Cal.

Paul F. West has been appointed San Francisco manager for the Dictaphone. Mr. West has an enviable reputation as an organizer and producer on the Pacific coast, having represented one of the largest typewriter concerns in the capacity of Pacific Coast manager for the past several years.

Seattle, Wash.

The Northwestern Division of the Todd Protectograph Company gave a dinner not long ago in honor of the general sales manager, Walter L. Todd, who was touring the West on a trip of inspection. Mr. Todd and nine of the Northwestern salesmen were present.

St. Louis, Mo.

The Adams Stamp & Seal Company, 410 N. Sixth street, St. Louis, have recently increased the equipment of their metal department with a machine for making pantograph enlargements or reductions of any kind of metal engraving. There are only three or four of these machines in the United States. Such a machine facilitates the production of metal signs and its possession will mean better service to the customers of the Adams company. The Adams Stamp & Seal Company business is housed in a five-story building, their own property. The fourth floor is devoted to office furniture, the fifth and third take care of the stock. The company has the exclusive agency for DeLuxe loose leaf goods.

There is a universal demand for

THE CHICAGO Pencil Sharpener

Models shown are

Twin Values.

Retail prices are within the reach of everybody.

Wholesale prices make it worth your while to vigorously exploit.

Advertising matter—cuts and other selling helps sent for the asking.

CHICAGO Pencil Sharpener Standard Model — Sharpens standard pencils

$1.00

CHICAGO Pencil Sharpener Giant Model—Sharpens every pencil and crayon made

$1.50

AUTOMATIC PENCIL SHARPENER CO., 1405 Garland Building, Chicago, Ills.

MODEL NO. 8

Equipped With Decimal Tabulator for Which no Charge Is Made.
SEND FOR CATALOG THIRTY-TWO

BLICKENSDERFER TYPEWRITERS

VISIBLE WRITING — LIGHT ACTION

INTERCHANGEABLE TYPE — BACK SPACER

The Blickensderfer Mfg. Co.

Stamford, Conn.

O.K. TRADE MARK REG. U.S. PAT. OFFICE

"O.K." PRODUCTS

These products received the Gold Medal Award at the Panama-Pacific International Exposition, but whether at Expositions or in the Offices of business men they receive the Highest Endorsement.

THE WASHBURNE "O.K." PAPER FASTENER

On in a flash — "Bulldog grip"

The famous Washburne "O.K." Paper Fasteners are easily put on or taken off with the thumb and finger; can be used repeatedly and **"they always work."** Made of Brass and put up in brass boxes of 100 fasteners each, 10 boxes to a carton.

Attractive, Compact, Strong, no slipping—never!

THE RIES "O.K." LETTER OPENER—

HAND and ELECTRIC POWER MACHINES

The Ries "O.K." Letter Opener has the advantage of few parts. The beauty of its design and finish is most pleasing. All Ries "O.K." Letter Openers embody the best materials, workmanship and finish and are made to give the best service at the least cost for maintenance.

THE SANITARY "O.K." ERASER

The Most Practical Eraser for Everybody

The Sanitary "O.K." Eraser includes an **Adjustable Metal Holder** which keeps **Rubber Clean, Firm and Keen-edged; works better and lasts longer.**

Two Rubbers, the length of the Holder, are made, one for Ink, one for Pencil. **By slight pressure clean Rubber is fed down until used; its narrow** edge allows a letter or line to be erased without injuring another.

Hair's Breadth Cut From Each Envelope — Cannot Damage Contents

Its construction is such as not to permit the cutting edges to reach coins, paper clips, pins, etc; or to injure contents. Heavy manilla or linen lined envelopes may be as readily opened as those of lighter weight. Re-sharpening to maintain keen-cutting can be done for small cost at our factory. This however is seldom required.

Prices with full Particulars, Illustrated and Descriptive Literature Covering These Lines sent on Request. Liberal Trade Discounts.

THE O. K. MANUFACTURING CO., SYRACUSE, N. Y., U.S.A., SOLE MAKERS.

MESSAGE CARRIERS

The Role of the Messenger is an important one. He is the salvation of his fellows whether he is the man who "got through to Garcia" or the man who packs his grip and goes out to tell the world about the merchandise he has for sale. Only one thing he has to do—he must tell **all** his story. The catalogues, photos or samples that accompany him should be kept clean and safe from damage. For this purpose we have produced the

Handy Portfolio

A complete line is illustrated and described in our book of portfolios, a copy of which will be yours for the asking.

The Cleveland Leather Goods Company
24-28 Noble Court, N. W.
Cleveland, Ohio, U. S. A.

TRINITY CARBONS AND RIBBONS
LET US SELL YOU SOME
CARBON PAPER SERVICE
A two cent stamp will get us together.
Standard Carbon & Ribbon Co., Inc.
New York City
Business as Usual During Alterations to Map of Europe

Pat. Appl'd For

"CL IMAX"
Square Top PAPER CLIPS

Send for your sample. Compare the Grip, Quality, Neat Packing, etc., with any other clip. You will order the "CLIMAX." Note these prices:

Packed 10,000 to Box. F. O. B. Buffalo

10,000	17c per 1,000
50,000	13c per 1,000
100,000	10c per 1,000
500,000	9c per 1,000
1,000,000	8c per 1,000

BUFFALO AUTOMATIC MFG. CO.
457 Washington Street BUFFALO, N. Y.

85c

Why Is the PEERLESS the BEST moistener?

Ask any user—Marshall Field & Co., John M. Smyth & Co. and thousands of others—and they will tell you that we have the BEST article of its kind on the market to-day.

Patented Nov. 22, 1904
Patented June 16, 1915

Simple, Useful and Economical

Used for moistening stamps, envelopes, labels and fingers in handling currency. Foreign business given careful attention. Advertising matter sent in Spanish if desired.

Write for particulars. Sample sent on approval.

PEERLESS MOISTENER COMPANY
838 S. Claremont Avenue Chicago, Ill.

We have been compelled to raise the retail price to 85c on account of the rise in the cost of metals.

PENS AND PENCILS

Atlantic City, N. J.

At a Broadwalk Rolling Chair Carnival not long ago the Joseph Dixon Crucible Company featured its Anglo-Saxon rubber tipped pencil, decorating a rolling chair appropriately and generously with these goods, and with appropriate signs, and selecting a pair of beautiful children to ride in the chair. The float was arranged by R. B. Vincent, who received many compliments upon the attractiveness of the exhibit.

Chicago, Ill.

George Kraker, head of the Kraker Pen Company of Kansas City, Mo., was one of several gentlemen in this trade who paid visits to Chicago last month. He reported Kansas City as warm, but optimistic.

Fort Madison, Iowa.

Another prize contest will be held by the W. A. Sheaffer Pen Company, their previous contest having been successful in large increasing sales. The first thing every competitor must do is to visit a store where Sheaffer pens are sold. Furthermore, each competitor must be the owner of a Sheaffer pen, and the contest cards on which the writing is to be done are to be obtained from Sheaffer dealers only. The Sheaffer Pen Company has prepared a series of display cards for the use of its dealers calculated to arouse much interest if posted in conspicuous places in the windows and within the store. The prize awarded to the winner is to be $350 cash. The company will advertise in a number of the leading monthly publications having a total circulation of approximately three and one quarter millions.

Jersey, City, N. J.

Extensive additions to the pencil factories of the Joseph Dixon Crucible Company are well on toward completion. A seventy-five foot addition to the pencil and penholder factory and a new structure abutting the pencil leads and crayon works, and running along Monmouth street to Railroad avenue, which will be used exclusively as a central stock and shipping department for Dixon's pencils, lumber crayons, solid colored crayons, rubber erasers, penholders and other specialties, are among the new additions. This latter building will give a great relief to the Dixon pencil department factories, and afford them just that much extra space for manufacturing purposes.

New York City, N. Y.

Petition in bankruptcy has been filed against the Diamond Point Pen Company, manufacturers of fountain pens, by Alfred M. Simon, attorney for the Vulcanized Rubber Company, New York, a creditor for $7,693, the Luzerne Rubber Company, a creditor for $4,805, and Julius L. Schnell, a creditor for $1,031. Mr. Simon was informed that the unsecured liabilities are $35,000, the secured liabilities, $6,500, and probable assets, $10,000.

San Francisco, Cal.

The western representative of Eberhard Faber, Angy Thomas, has returned to his San Francisco headquarters after a trip to the home office where he attended the annual convention of sales managers.

"The Quality Is Higher Than the Price"

Handle the line that stamps you as the up-to-date dealer of your town. There's no comparison between the wooden furniture of yesterday and the modern

UHL ART STEEL

Office and Factory Furniture

Strong but light and easily moved. Handsome, easy to clean. Typewriter Table Cabinets, "Little Dandy" Typewriter Stands, Catalog Stands, Typewriter Chairs, Bookkeepers' Stools. Factory Stools, Portable Tool Trays and Dining Room Tables. *Write for details of our plan of advertising and dealer helps.*

The Toledo Metal Furniture Co. 2673 Dorr St. Toledo, Ohio

15 Days' Free Trial

Easily Sells the UHL Line

CLOSED

Open, it affords as much room as any typewriter desk. Closed, it takes only 4 sq. ft. of floor space.

These Desks Sell Fast. Why?

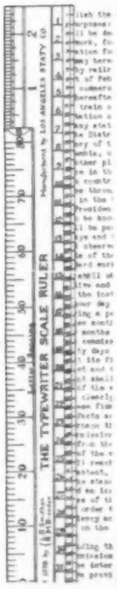
They retail at popular prices. While not the cheapest the market affords, the price is reasonable enough so that it is not too much for any one who has use for an office desk.

But there is a better reason.

They are carefully made of good material. The workmanship leaves nothing undone.

Stock these desks and you will find them substantial profit makers. A catalog will be mailed gladly upon request.

IMPERIAL DESK CO., Evansville, Ind.



DON'T RE-WRITE. WRITE RIGHT

The Typewriter Scale Ruler Makes This Possible

This device will count the letters and spaces in the line IN TYPEWRITER LANGUAGE. It takes but a moment to measure written matter to be copied both horizontally and vertically and to ascertain its correct position on the page.

It places tabulator stops and sets margins. It centers the lines, or the group of lines. Counts names in a list and checks legal copies.

STATIONERS—SPECIALTY SALESMEN—TYPEWRITER DEALERS

Here is your opportunity to sell a new specialty that they will all buy at sight.

The only thing of its kind—it fills a long felt want.

It appeals to Stenographers, business college students, copyists, multigraphers, and printers.

The snappiest specialty of the day.

Exclusive territory open. Sample ruler mailed for 50 cents. Something for the hard worked office solicitor to reawaken the interest of every stenographer in his territory. *Good profits for the dealer.*

Los Angeles Stationery Co.

848-850 So. Hill St.
Los Angeles, Cal.

Word and Line Centering Tables

Your Jobber Has Them

Patented Sept. 29, 1891
Trade Mark
Copyrighted Jan. 28, 1895

LAVETTE'S
Patent Photo-Mailing
Envelopes

For carrying safely in the mails photographs, cards and other flat articles in danger of crushing.

For samples, prices, etc., write to

H. C. LAVETTE
224 S. Jefferson St. CHICAGO
ESTABLISHED 1891

Fully Protected
Patented Feb. 4, 1902

The Improved
University
Book Ring

The Ring with the Deep Locking Joints —A Deep, Steel-Jawed Feature which adds longer life to the Binder

It meets every requirement for the temporary binding of student's and stenographer's note books, and various loose leaves. Simple, strong and neat. Made in four sizes. No. 1, 1¼ inches diameter, light weight; No. 1, heavy weight, 1¼ inches; No. 2, 1½ inches diameter, light weight; No. 2, 1 7/16 inches diameter, heavy weight. Unjointed ring, **Patented Nov. 24, 1908,** 1¼ inches diameter. *Write for particulars.*

OTTO KELLNER, Jr.
4028 State St. CHICAGO

THE Tengwall FILE
REG. U.S. PAT. OFF

Bind your correspondence and loose-leaf accounting forms in the Tengwall File.

Its advantage is that a leaf may be inserted or removed instantly without d sturbing the other leaves.

We are manufacturers of LOOSE LEAF LEDGER BINDERS—SECTIONAL POST BINDERS—Solid Post Binders, SPRING HOLDERS, Bills of Lading, Order Systems, Bill and Charge Blanks, Purchase Order Systems, Monthly Billing Systems, Combined Cash and Journals, Pay Roll, Leaves, Inventory Sheets, Voucher Records, Manifold Books, Bank Statements, Accounts Payable Systems, Indexes, Etc., Etc. Ask for Catalog.

THE TENGWALL COMPANY
2952 Sheffield Ave., Chicago 109 Broadway, New York

LOOSE LEAF

Atlantic City, N. J.

The National Association of Loose Leaf Manufacturers held a meeting at the Hotel Traymore last month. At this meeting they discussed the plans for closer cooperation between their association and the National Association of Stationers and Manufacturers. A committee from the latter organization, headed by F. R. Welsh of Philadelphia, was present. Means of effecting economies in production and output were discussed to meet the continued shortage in raw materials. Mr. Welsh's committee will make a report at the Atlanta convention of the National Association of Stationers and Manufacturers.

Chicago, Ill.

H. L. Frater has become a southern representative of the Wilson-Jones Loose Leaf Company, Chicago and New York. James H. Davidson, who formerly covered the southern field for the Wilson-Jones line, has resigned to enter the cotton brokerage business in Kansas City. Mr. Frater is an experienced man in loose leaf business, and is well acquainted with the southern field.

* * *

The Wilson-Jones Loose Leaf Company announces the appointment of E. C. Schmitz as exclusive local sales agent for their machine bookkeeping supplies. Mr. Schmitz hereafter will devote his time to the development of this branch of the Wilson-Jones business.

Cincinnati, O.

The Sam'l C. Tatum Company recently sent out a temporary price list of loose leaf devices. The prices announced take the place of those quoted in previous lists. The new quotations were made necessary by the advancing and uncertain condition of the raw material markets.

Kansas City, Mo.

"Service," one of the Irving-Pitt Manufacturing Company's house publications, pays its compliments to two Chicago gentlemen in the following pleasant terms: "Mr. Albers, the comptroller of the Wilson-Jones Loose Leaf Company, and Mr. Sargent, the general superintendent, have been with us during the last week as the guests of Mr. Pitt and Mr. Severance. They have been much interested in the way we do things and there is no doubt that their visit will add much to the good feeling now existing between the two companies. They are both mighty pleasant gentlemen. We trust they will find occasion to visit us again."

* * *

The annual picnic given by the employés and official staff of the Irving-Pitt Manufacturing Company was postponed from August 19 to August 26, because it was learned that President J. B. Irving would be unable to be present on the former date.

New York, N. Y.

The Ready Binder Company, which for several years has been located in Brooklyn, has established new quarters at 18-20 Cliff street, New York.

Sectional Cabinets of "Just Enough" Capacity

Low Priced and Wabash Made
Wabash Junior Units

There are still a few desirable locations open for exclusive dealers in this and foreign countries.

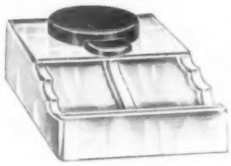
This is a line that you can carry in stock without a large investment. It takes up little floor space, comprises sectional cabinets for every possible kind of records, and is low priced, to be within the reach of every user.

The sectional feature enables you to sell "Just Enough" capacity and there is a very liberal margin of profit for you. Conditions are now such that this is an opportune time to investigate this line.

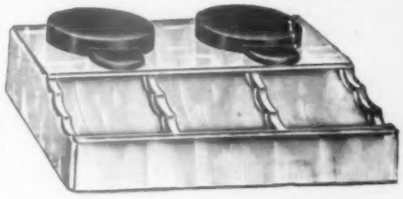
Also manufacturers of highest quality filing cabinets, systems and supplies for filing cabinets.

The Wabash Cabinet Company
Main Salesrooms, Executive Offices and Factories
Established 1883 WABASH, INDIANA

"GEM" INKSTANDS



(Pat. Nov. 5, 1912)
No. 50 Each **$0.50**



(Pat. Nov. 5, 1912)
No. 100. Each **$1.00**

With Combination Pen and Rack and Tray New in Design and Construction Made on new lines
Keeps the ink clean and fresh Always inks the pen just right Cover is provided with stops and cannot stick
Cover has depending flange within the reservoir which holds it firmly in place

Write for Trade Discount and Catalog of Complete "Gem" Line

CUSHMAN & DENISON MFG. CO., 240-242 WEST 23d STREET NEW YORK

Desks of Quality

Roll Tops
Standing Desks
Flat Tops
Typewriter Desks

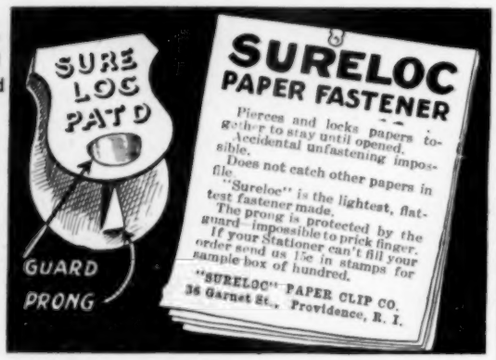
Bentley & Gerwig Furniture Co.

Parkersburg, W. Va.

This is the New Patented Perfected Paper Clip.

See Adv. in System.

Order NOW.



Special Discount to the Trade

The "Anco" Pen and Pencil Clip

High quality—low price. Made in one piece of spring steel, ball point, heavily nickeled and highly polished. Write for prices

The Ansonia Novelty Co., Ansonia, Conn.

THE ADAMS IDEAL BOOK AND KEY RING

The ring of unlimited uses, the simplest, quickest operated and most satisfactory ring ever invented for perforated sheets and binders of all sorts. Allows the sheets or binder to lie perfectly flat, when opened at any point. This ring is also one of the very best key rings on the market. It will allow one to take off a key in a jiffy and this feature is something which has been overlooked in all the other key rings now made. Beware of imitations. Our goods are handled by leading stationers. If you do not carry them, write us at once. Order through your jobber. Manufactured by

HENRY T. ADAMS, 6823 South Chicago Ave., Chicago, U.S.A.

VISIBLE, self-indexing, subdivision data and guide cards, follow-up systems, etc. Send for free samples.

BEST INDEX CO., - - Augusta, Ga.

The "Perfect" Line

Automatic Ratchet Lock

Flat Back

The Improved Opalla Ledger

The ledger that lies flat on the desk—no rocking or rolling when leaned upon. It is in big demand by bookkeepers of the old school and is regarded by many as the best and most convenient loose leaf ledger.

CHICAGO BINDER & FILE CO. 118 So. Clinton St., Chicago

FURNITURE

Lansing, Mich.

A. M. Emery has completed the refurnishing of his new store, into which he moved on September 1. The new establishment is large and roomy, with convenient display windows. Mr. Emery will give considerable time to the office equipment lines, specializing on the products of the Fireproof Furniture & Construction Company in steel and the Weis and Wagemaker lines in wood.

Miamisburg, Ohio.

It is announced by the Fireproof Furniture & Construction Company that the new plant now under construction in New Jersey will be in operation about the middle of the present month. This new factory will be of most modern construction with every facility for the production of high grade steel office equipment in large quantities.

St. Louis, Mo.

Word comes from Milo B. Heinrichs, president of the Furniture Exchange and Repair Company, 402 North Third street, St. Louis, that he has purchased the stock of the bankrupt Temple-Heinrichs Furniture Company of Fourth street. The Furniture Exchange and Repair Company will be known in the future as the Heinrichs Furniture Company. A four-story building, located at 411 North Third street, has been leased and will be occupied jointly with the Shaw-Walker Company. Mr. Heinrichs informs us that although he was for a time connected with the Temple-Heinrichs Company, he severed his connection two years before it went bankrupt. He will be president and general manager of the new company, which will be a $20,000 corporation. He expects to have the new establishment open for business on October 1.

San Francisco, Cal.

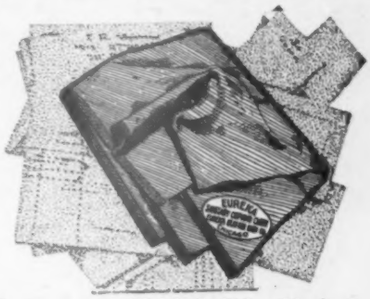
The Safe-Cabinet Company of Marietta, Ohio, now has a direct branch in San Francisco, business in this territory proving it advisable to establish an office here such as is also maintained in Los Angeles and Seattle. The San Francisco office is in charge of J. R. Wright, who has traveled for the company in the Pacific Coast territory and is very well known to the western trade. Business since the opening of the San Francisco offices, which are located in the Balboa building on Market street, has seen a large increase and it is certain that the merits of the fireproof safe-cabinets will be adequately appreciated in response to the progressive salesmanship methods being employed by the well-organized local staff. The fact that these safe-cabinets are manufactured under the supervision of the Underwriters' Laboratories, Inc., acting for the National Board of Underwriters, is a telling asset. The new model, No. 92, a small-sized cabinet especially suitable for homes and small offices, has just been placed on the market and is meeting with splendid success in this feld. This size is finished to imitate any wood finish in order to match the office or home furniture by which it is surrounded. Safe-cabinets have recently been sold to Vickery, Atkins & Torrey, the largest art dealers on the Coast, the California State Industrial Accident Board, the Cardenell-Vincent Company, First National Bank of Berkeley, the Berkeley Board of Education, and many other concerns.

THE EUREKA BLOTTER BATH and THE EUREKA SANITARY COPYING CLOTH

constitute a perfect sanitary system of letter press copies. The impregnated stone composition bath affords an absolutely even distribution of moisture to the cloth, at the same time precluding bad odor, mustiness or mildew. The wire net in the composition makes the bath practically unbreakable. They are furnished in all sizes from correspondence to waybill.

The patent chemical surface cloth which we furnish with non-raveling edge, insures clean cut copies.

There are more Eureka baths in use than all others combined.
Sold Exclusively Through Dealers
Write for the Eureka Booklet



THE EUREKA BLOTTER BATH COMPANY, 6215-17-19 Wentworth Ave., CHICAGO, ILL., U. S. A.

Crane Ladies' Stationery

Sold by all Stationers and Booksellers

These goods are suited to the tastes of the most select trade. Their merits are known the world over, and they yield a profit to the dealer. Once tried, the purchaser becomes a regular customer.

Presented in the following Styles and Qualities:

SUPERFINE QUALITY. In Light Blue Boxes, containing ½ ream of Note paper each, and in separate boxes ¾ thousand Envelopes corresponding.

EXTRA SUPERFINE QUALITY. In Lavender Colored Boxes, containing ½ ream of Extra Fine Paper each: in like Boxes are Envelopes to match.

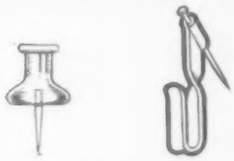
Our papers are supplied in Bordered Goods and other specialties by EATON, CRANE & PIKE CO., Pittsfield, Mass., and 225 Fifth Ave., New York, whose boxes bear the word "CRANE'S" containing our goods.

This Trade Mark every box

ALL THIS STATIONERY CAN BE RELIED ON AS REPRESENTED. MANUFACTURED BY

Z. & W. M. CRANE DALTON, MASS.

Let the Moore Push-Pin Girl Sell for You



This clever little sales girl, appearing in leading magazines and newspapers, is creating a wonderful demand everywhere, and big profits for you. Let us send one for your counter. It will rapidly increase the sales of ***Moore***

Glass Push-Pins

Glass Heads, Steel Points

Moore Push-less Hangers

The Hangers with the Twist

Our advertising appropriation has been increased many thousands of dollars to quickly move these popular and profitable Moore Push devices.

Sold in Handy 10c Packets

Free Samples, Booklets, Prices, on Request.

Moore Push-Pin Co.

121 Berkley Street, Philadelphia, Pa.

Dixon's Eternal
Medium Soft

Dixon's Endurance
Medium Hard

We are still in a position to supply the Trade with LIMITED quantities of our popular Copying Pencils—and in the same genuine quality which has always characterized them.

Made in JERSEY CITY, N. J., by the

JOSEPH DIXON CRUCIBLE COMPANY

ESTABLISHED 1827

Dixon's 2072
Medium Soft

Dixon's Dupligraph
Medium Hard

If at First You Don't Succeed
—in finding the record or data you're after,

TRY
Graffco
TRADE MARK REG. U.S. PAT. OFF.
Vise Signals

You'll find what you want the **first** time—in an **instant**—when one of these bright little reminders is placed on guard over it. Graffco Vise Signals attach to card index, letter file or office memoranda. Then when you want handy information on credits, advertising, your salesmen, deliveries, follow-ups or any one of a dozen business matters—**there it is!** The color tells you right where to look. Send for samples—write now.

GEORGE B. GRAFF COMPANY
Manufacturers of Vise Signals and "Steel-Tye" Envelopes
294 Washington St. Boston, Mass.

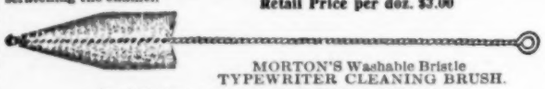
Either Agency or Price Protection Proposition
KEYSTONE CARBONS
AMITY RIBBONS
For All Purposes.
R. A. BECK, GENERAL SALES AGENT
727 South Dearborn Street, CHICAGO
New York, New Orleans, Los Angeles

Intensive Development of resources and opportunities results in more than ordinary success. In many cases it proves to be the difference between a truly successful man and one whose achievements are mediocre. A careful reading of trade literature, of advertisements, sales plans, and other subjects which are met every day by men in positions very similar to your own, will increase your power to earn. OFFICE APPLIANCES prints each month such material as we have just referred to. And if you will read it monthly, you will find that in some way it will increase your capacity for work and your earning power.

Subscription price is $1.50 a year

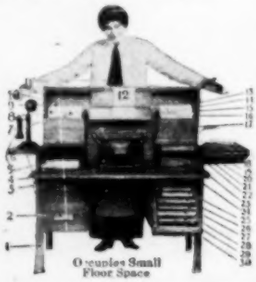
THE OFFICE APPLIANCE COMPANY
417 S. Dearborn Street, Chicago

This Typewriter Brush Sells Rapidly Because
it is made right and the price is right. The bristles are non-breakable. The tapering end permits the brush to be inserted in the smallest openings without scratching the enamel.
Retail Price per doz. $3.00



MORTON'S Washable Bristle
TYPEWRITER CLEANING BRUSH.
Send 20c for sample postpaid and ask for dealer's terms.
MORTON MANUFACTURING CO., Louisville, Kentucky

THE SHORTEST TIME
between the first outline in the notebook and the last tap of the typewriter depends upon something besides "speed and accuracy" in typewriting.



The Byron Typewriter Cabinet
provides for a scientific arrangement of tools and material — an important feature when stenographic efficiency is considered.

DEALERS Write for catalog showing entire line of Byron Typewriter Cabinets and Tables. Your customers will find it interesting.

Byron Typewriter Cabinet Company
33 Washington Ave.,
Mt. Clemens, Michigan, U. S. A.

RIBBONS AND CARBONS

Chicago, Ill.

Walter J. Koloff, who travels from the Chicago office of the Crown Ribbon & Carbon Manufacturing Company, 542 South Dearborn street, has just returned from a very successful trip through North Dakota, South Dakota and Minnesota. During the trip Mr. Koloff arranged with a number of representative dealers for agencies in Crown ribbons and carbons. Business conditions in the Northwest are good, according to Mr. Koloff, and there is a surprising demand for Crown De Luxe carbon.

* * *

The Chicago office of the Carter's Ink Company looks none the worse for its bath of a short time ago. The redecorated offices are a pleasant sight.

* * *

Although the Chicago office of the Crown Ribbon & Carbon Manufacturing Company has been established less than a year, every member of the force has had a vacation, and everyone is back on the job and in full trim. The Chicago office reports very good business, especially on Crown De Luxe carbon, the demand for which has exceeded all expectations. The company believes that the demand for its products is one indication of a generally prosperous condition of business.

* * *

W. S. Hanna has been chosen to head the Carter's Ink Company's team in the Chicago Stationers' Bowling League.

Georgetown, Ky.

George E. Pelton, who markets "Peau de Soie" typewriter ribbons, has recently been granted a patent on a new typewriter ribbon.

Kansas City, Mo.

A charter has been granted to the Missouri Sales and Supply Company to carry on the business of selling typewriter supplies, etc. The company is capitalized at $2,500, and its incorporators are: E. R. Shelby, E. W. O'Daniel and P. G. Skages.

San Francisco, Cal.

E. S. Dearing, representing the Carters Ink Company on the Coast, has gone on a trip to Colorado and Montana. He recently finished serving a month of strenuous military duty at the camp of the Business Men's reserves who were in training for a month at Monterey, Cal.

* * *

The Stone Typewriter Company has on hand enough raw material for manufacturing Messiline ribbons for two years to come, and hence they have not advanced prices to the trade. The company, however, is not looking for new business on ribbons at present, preferring to take care of their trade already established until war conditions cease to impose undue restrictions upon the industry.

POLAR PRACTICAL OFFICE ARTICLES SELL QUICKLY

GLASS DESK PAD
No. 0—15x18. No. 1—18x24. No. 2—20x34.

CENTER DESK DRAWER TRAY
For Assorting Pins, Clips, Rubber Bands, Etc.

At Liberal Profits
Every Dealer Should Keep Posted at All Times About Our Entire Line. New Items Are Being Added Continually.

Some of our other practical office articles which all dealers should know about.

Polar Desk Calendar.
" Pocket Index Card Cases.
" Cut Glass Paper Weights and Trays.
" Side Desk Drawer Tray.
" Paper Weight and Memo Pad.
" Penknife and Ink Eraser Blade.
" Signature Blotter Book.
" Valuable Paper Wallet.
" Furniture Top Protectors.
" Typewriter Shock Absorber Pad.
" Felt Mats.

A Liberal Discount to The Trade.
Dealers write for complete information

DESK REMINDER

Polar Manufacturing Co., 101-103-105-107 No. Marshall Street, **Philadelphia, Pa.**

When You Think "Eyelets" Think "Barrett"

We carry constantly in stock millions of all kinds of Eyelets, Escutcheons, Washers, etc., and can make immediate shipment.

No matter what your wants in Eyelets, Barrett can supply you. Too many sizes and shapes to catalog. Send samples and let us quote our lowest prices.

The Barrett Bindery Co.
726 Federal Street, Chicago, Ill.

Jobbers—Dealers Salesmen

The "Rogo" Patented Pencil Extender

The latest stationery specialty and advertising novelty. Most useful as it cuts pencil bills in half. Pencils can be used down to less than half an inch. The device is inexpensive and durable.

Samples and prices free to all using their letterhead, otherwise remit ten cents.

Rogers & Goldfine
MANUFACTURERS
108 N. Dearborn Street
CHICAGO, ILL.

THIS IS PROFITABLE

1. To make a first-class product and sell it at a price within reach of all.
2. To sell high quality merchandise to the greatest possible number of customers.
3. To buy from the man who gives you the best value for the money.

The truth of the first statement is proven to us by our own xperience. We believe we can prove to you the profitable features mentioned in the second, and we can show you how both of us come in on the third proposition. Write for our catalog and dealer's terms.

MUTSCHLER BROTHERS CO.
Nappanee, Indiana

XMAS

GREETINGS The tendency of Business is to inject more of sentiment into it. Our plan of Business or Personal Greetings enables you to secure these at a moderate cost. Look over our samples but do it now.

The American Embossing Co.
BUFFALO, N. Y.

The Automatic Card Press

has demonstrated to many purchasers its profitable operation on card printing

DON'T Lose Money. DON'T

tie up large presses on small work. Install our hand or power Automatic Self-Feeding Card Printing Press. It prints 100 per minute, 6,000 per hour, perfect register for color work. Prints cards in sizes ½ x 2 inches up to and including 3½ x 5½ inches, and from 2-ply up. Let us send you our free booklet No. 8. Supply houses, get our trade discounts. **S. B. FEUERSTEIN & CO.**

Patentees & Mfrs., 542 W. Jackson Blvd., Chicago

Pad Your Own Stationery

Make up discarded Stationery into handy, usable scratch pads.

Cut shows No. 1 Press filled — cement being applied in horizontal position.

GOLDING TABLETING PRESS

Let your office boy pad your stationery and save money by eliminating waste on billheads, letterheads, memo sheets and all office forms. You can, with this Tableting Press, net a good profit by cutting your stationer and printing bills. Easy to operate—simple—strong—convenient.

DEALERS There is a large profit in these office requisites—every office, school and printer a possible customer—sell on demonstration.

Write for particulars.

GOLDING MFG. CO., Franklin, Mass.

SAVES TIME—KEEPS STATIONERY CLEAN

STANDARD VIKING ALL-STEEL STATIONERY FILE

Fits the desk drawer or used alone with metal cover. File holds envelopes, legal and letter, half letter, carbon copy, billing paper, and stamp box. Trays hold longest paper 14 inches, with Patent adjustable stops for shortening. Size, 9x3¾x19 inches. **Price $5.00**, with Metal Cover add **$1.00** extra. Order today.

New dealers offer. Beware of imitations. Patents by

VIKING SALES CO., MINNEAPOLIS, MINN.

HIGGINS

Drawing Inks, Blacks and Colors
Eternal Writing Ink
Engrossing Ink
Taurine Mucilage
Photo Mounter Paste
Drawing Board and Library Mucilage
Office Paste
Liquid Paste
Vegetable Glue, etc., etc.

Strictly Original Goods of the Highest Grade Only.

Show Cards, Color Cards and Imprinted Matter Supplied to the Trade. Discounts and Trade Prices give good profits.

Consumers, emancipate yourselves from the use of corrosive and Ill-smelling inks and adhesives and adopt the **Higgins' Inks and Adhesives.** They will be a revelation to you.

We protect the trade by referring all orders and inquiries thereto.

CHAS. M. HIGGINS & CO., Originators and Manufacturers Refined Inks and Adhesives

Main Office and Factory, Brooklyn, N. Y., U. S. A. New York-Chicago-London

CATALOGUES

The General Fireproofing Company's Allsteel line is particularly well presented in its new catalogue entitled "GF Allsteel Housing of Records." This book is bound in brown covers with an inner cover of the same stock bearing the initials of the company. The catalogue contains ninety-two pages, with illustrations in colors on every page. An important notice states that in compliance with the wishes of the buyers of GF Allsteel the company has decided to eliminate the gold bronze striping which heretofore has been used on olive green cases. Hereafter all olive green sections will be furnished without striping. The frontispiece is an elegant picture showing an office equipped with Allsteel filing devices. This picture is in the natural colors, showing the tints of the furniture, a very lifelike presentation of a young man and his stenographer and an attractive view from the window showing a steamship in the offing, with a train of railroad cars in the near foreground.

This catalogue is so complete in its review of filing systems that it should be in the hands of every dealer of office furniture. It is a text book of rare value, especially for the clerk or dealer who is handling steel furniture. All the different products of the company are shown in the finishes in which they are produced, the printer having achieved a remarkably accurate reproduction of the rich and beautiful tones of mahogany, golden oak and plain green finishes. To review the line would require many pages, but the catalogue tells the story.

* * *

The A. B. Dick Company of Chicago has issued a handsome four-page folder in colors, showing the great economy of time achieved by the use of the complete Edison-Dick equipment for the quick dispatch of office printing of all kinds—an equipment for large offices and particular kinds of work. This includes the regular electrically driven mimeograph, the large size mimeograph, the electrically illuminated mimeoscope on which drawings are placed, the rapid folding machine and the formagraph for the making of tabulated stencils where filling in is required. The company points out, however, that the mimeograph alone is complete within itself and serves for all ordinary purposes. The inner portion of the sheet contains an almost life size picture of a No. 78 mimeograph, designated as the "wonder worker of the duplicating machine field." Emphasis, of course, is laid upon the Dermatype stencil, which has accomplished such wonderful results in the typeless duplication of forms and documents.

* * *

The Conklin Pen Manufacturing Company of Toledo, Ohio, has recently issued a folder to retail merchants describing the Conklin 1916 Opening-of-School plan. This folder illustrates and describes the different advertisements which are directed to school children and students. Some window cards to catch the eye are presented. The company provides imprinted school folders, vest pocket blotter and newspaper electrotypes. All these things have a "pull" and catch the eye. Slides for use in moving picture theaters are also illustrated.

"K.B." BLANKS

FOR BONDS AND STOCK CERTIFICATES

SECURITIES AND ALL PAPERS OF VALUE

KIMN BROTHERS BANK NOTE ENGRAVERS

99-103 BEEKMAN STREET, NEW YORK CITY

MAP TACKS

Cloth covered Heads in two sizes and thirty-three Colors. Dealers interested send for samples. We specialize on Maps and appliances for Maps. Send for catalogue.

John W. Iliff & Company
352 N. Michigan Avenue Chicago

HOLIDAY GIFTS

Stationers offer suitable gifts for their customers and dress up their store by selling the Jordan line. A few are: MY CHRISTMAS BOOK, A GIRL'S PARTY BOOK, BIRTHDAYS, MOVIE MEMORIES. All Green and Brown Ooze Leather, 5½x8 ins., Boxed $1.50. GUEST BOOK, Blue and Lavender Cloth, Boxed $1.50. Send for Jordan Catalog.

JORDAN & COMPANY
Publishers
209 S. State St., CHICAGO

Let us tell you about

TENACITY QUALITY
TENACITY SERVICE
TENACITY PRICE

The Tenacity Manufacturing Co.
INCORPORATED
READING, CINCINNATI, OHIO

Manufacturers of Loose Leaf Devices

A New Line

for Stationers and Office Appliance Men.

A Combination That Sells Itself

A device that appeals at once to Publishers, Manufacturers, Church and Charitable Institutions, Department Stores, and in fact, to all Mail Order Merchants selling samples or goods of any description calling for small cash remittances by mail—10c, 25c, 50c and up.

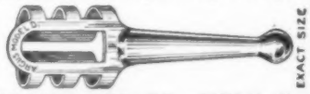
A Regular Coin Mailer
A Return Coin Postal
A Return Coin Envelope

No other combination like it on the market. Write today for samples and prices.

HEMPHILL-STEHLIN CO.
Exclusive Manufacturers Industrial Bldg., Indianapolis, Ind.

"ARGUS" PEN AND PENCIL CLIP

Try our new model pen and pencil clip. Cheapest clip with ball point. Made in two sizes, from rust-proof spring brass, nickel plated and highly finished. Will fit any size fountain pen and pencil. Write for prices.



ARGUS MFG. CO., 128 S. Honore St., Chicago, Ill.

Ribbons and Carbon Paper

Our aim is to get new accounts, not with the object of getting all we can during the European struggle, but with the aim of keeping these accounts for years to come. Therefore our prices are the same.

You will find our product as good as the best. Write us your requirements and we will mail samples and prices.

APTER BROTHERS MFG. CO.
412 So. 5th Avenue CHICAGO, ILL.

A PERFECT WORKING DEVICE

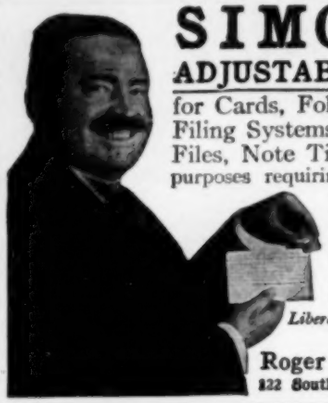
The McM. Push Button Binder

"It works like an electric switch"

Solid or Sectional Posts—Interchangeable
Any Binding Style—Any Size

Ask your dealer or write to

McMillan Book Co., Syracuse, N.Y.

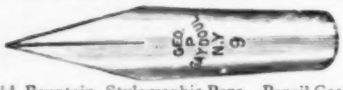


SIMONSON
ADJUSTABLE METAL TIP
for Cards, Folders, Card Indexes, Filing Systems, Follow-up, Check Files, Note Ticklers and all other purposes requiring an Adjustable Tip.
Slips easily on and off but holds with firm grip. Has removable name slip, lasts indefinitely and does not mar card or folder.
Liberal Quantity Terms to Dealers. Samples Free.
Roger A. Simonson & Co.
122 South Michigan Ave., CHICAGO

Sample 25c Postpaid

Big Profit to Dealers

The only brush that will clean all parts of machines. Small end cleans type, large end cleans in between keys, under carriage, the type rods and all hard-to-get-at places. For typewriter, billing and adding machines it cannot be beat. Total length 14 inches. All bristles.
Adopted by Business and Public Schools, Public Institutions, Hospitals, U. S. Government and City Departments and the Largest Concerns in the Country.
If you use any quantity of wire twisted brushes, send samples and our prices will be interesting.
CLEANALL TYPEWRITER BRUSH CO. Mfg. of Wire Twisted Brushes, 946 TELLER AVE., NEW YORK

GOLD PENS -- All Shapes and Styles
Imprint Work a Specialty

Prompt Repair Service
All makes Gold, Fountain, Stylographic Pens. Pencil Cases perfectly repaired and returned day received. Satisfaction guaranteed.
GAYDOUL GOLD PEN CO., Inc., 56 John St., New York

We are Manufacturers of
CLOTH INDEX TABS
and make a very complete line suitable for retailing in stationery stores. Moderate price. Good margin to stationers. Write for our latest sample card and discounts.
THE PRUDON SPECIALTY MFG. CO., 921 Dermott St. North Bergen, N. J.

THE THREE "RIVAL" FOUNTAIN PENS

OPEN

NEW RIVAL SELF-FILLER Pen is filled by simply turning the collar in center of barrel to opening. Press hard rubber bar, release and pen is filled. No metal parts to corrode or to rot rubber sack. Has all the good, reliable features to be found in any of our pens, plus the special advantage just mentioned.

RIVAL NON-LEAKABLE—Perfect fitting, air-tight joints form a perfect, absolutely non-leaking writing instrument. Can be carried in any position without leaking.

RIVAL DROPPER FILLER—From No. 1 to No. 8 plain, chased, gold mounted with bands and sterling silver and gold filled filigree mountings. Very appropriate for Holiday trade.

SPECIAL FACILITIES FOR REPAIR WORK.

Catalog illustrating our full line and giving Prices and Discounts will be sent to dealers on request. WE FULLY GUARANTEE EVERY PEN.

Established 1884.

D. W. BEAUMEL & CO., Inc.
Office and Factory 35 Ann Street, New York
FOREIGN TRADE SOLICITED.

HOUSE ORGANS

"Davids' Monthly Ink-O-Grams" is the issue of a clever new house publication, the initial number of which has recently been issued by the Thaddeus Davids Company, Inc., of New York City. It is edited by Jacob Klein, who has charge of the Davids advertising. One of the features of the first number is a short history of the Davids Company, the pioneer ink manufacturing concern in the United States. There is also an interesting discussion of the manufacture of some of the well known Davids products. Then the reader will find a few timely humorous stories, and some hints on the sale of ink. Taking it by and all, as the saying is, "Ink-O-Grams" bids fair to be one of the most useful members of the house organ list. It is published avowedly in the interest of dealers, and will offer from month to month some timely hints to the dealer who would make more money out of his ink and adhesive stock.

* * *

The August number of the Addressograph-er, the house organ of the Addressograph Company, Chicago, bears on its front page a cartoon appropriate to hot weather sales. It is entitled, "Will the seventh point make good?" The business man is sitting languidly but reflectively at his desk, while in the background we see the Addressograph salesman entering the door. This is one of the best of the house organs which come to our desk. It invariably contains matter of interest and importance. The issue in question contains suggestions, news and editorials of much interest to the addressing machine field.

* * *

An optimistic editorial on the outlook for fall is the leading article in the Standard, the house organ of the Boorum & Pease Company. This number contains a continuation of the discussion commenced the month before on the kind of a loose leaf stock the dealer should carry. Another feature of the August number is the reproduction of several useful forms employed in the executive's record.

* * *

Graphite for August features in a double page spread the announcement of important additions to the pencil factories of the Jos. Dixon Crucible Company. Large halftone illustrations show the progress of the work, while likenesses of the two heads of the pencil department factories are also presented. Other timely material regarding the doings of the several departments of the company makes up an interesting issue.

* * *

"The 'Man' in Salesmanship" is the title of the leading article in the September number of the Chair-Man, the publication of the Murphy Chair Company of Detroit, Mich. The article is an address by Norval A. Hawkins, sales manager of the Ford Motor Company and president of the World's Salesmanship Congress. It is a strong article which well repays reading.

PELOUZE "STANDARD" POSTAL SCALE

With Adjustable Beam and Interchangeable Dial

A FINE wire on the sliding poise indicates the cost in cents on all different classes of mail matter.

The beam can be instantly turned by the hand to any angle, so that the dial can be easily read from any position.

In case the postal law should change at any time, a new enameled dial can be mailed and inserted by anyone. This insures a perpetual scale.

All bearings and pivots are made of tempered steel and are absolutely guaranteed. All mountings, including the platform, are beautifully nickel-plated.

MADE IN TWO SIZES

No. 2 "Standard" Capacity 2 pounds—$6.50

No. 4 "Standard" Capacity 4 pounds—$7.50

For Sale by Leading Dealers Everywhere.

PELOUZE MANUFACTURING CO.
232-242 E. Ohio Street CHICAGO

Getting Started

on the day's work is an important matter. In some offices the distribution of the mail occupies half of the morning, enforcing idleness on correspondents and stenographers, sometimes delaying important matters for a whole day.

The Efficient Mail Distributor

facilitates handling of incoming correspondence—helps getting at and getting out your work. It has eight, six or four shelves as desired, which can be adjusted to different spacing, and as it is supported by a single brace and stands up clear off the writing bed, occupies practically no desk space.

The "EFFICIENT" is made of olive green baked enameled steel. It is easily set up or taken down and can be attached to any desk or table.

Dealers and Specialty Men

This device is meeting with a ready sale wherever introduced.

Write us for further information and terms.

The Bailey Distributer Co., Inc.
Seneca Ave., Stapleton, S. I., New York

No Mucilage Troubles

in offices where Keller's Elastic Spreader Tubes are in use. With them no clogging is possible. You get just the amount of mucilage required in using these tubes and they are always ready for instant service. Because of the air-tight seal provided by the collapsible tube container, which absolutely prevents all drying out, tube mucilage can be made double the strength of bottled mucilage. Our liquid glue is also very strong and is transparent.

Pat. Dec. 22, 1914

Dealers, Attention

By means of a good window display or by personal demonstration your sales of Keller's Office Mucilage, Photo-Office Paste and Liquid Glue in Spreader Tubes will grow with leaps and bounds. Let us show you more about how this line will add to your profits.

The Robert Keller Ink Company
DETROIT, MICHIGAN

Endorsed Everywhere

Shipped on Free trial. Priced low and the best office "help" in the place. Moved easily and quickly and locked in any desired position. Largest firms and Banks in the country are users.

Once you have used your adding machine on this stand you would not part with it at any price.

Let us send one on trial. Price $15.00

ADJUSTABLE TABLE CO.
57 Mt. Vernon Ave., Grand Rapids, Michigan

AWARDED GOLD MEDAL

Van Dyke Erasers - No. 6000

LIGHT PINK COLOR—SOFT AND PLIABLE.
Made in 10 sizes, viz.: 4, 8, 12, 16, 20, 24, 30, 40, 60, 72 pieces to the box.

Eberhard Faber, New York

Awarded Grand Prize and Two Gold Medals for Lead Pencils, Penholders, Rubber Bands and Rubber Erasers at the Panama-Pacific Exposition.

Oldest Pencil Factory in America.

TODD PROTECTOGRAPH CO.

(ESTABLISHED 1899)

Manufacturers of the

Protectograph and Protectograph Check Writer

(Todd Patents)

Peerless Check Writer
PROTOD Registered Checks

World's Largest Makers of Check Protecting Devices.

1129 UNIVERSITY AVE.
Rochester, N. Y.

SLIGHTLY USED
MULTIGRAPHS At 1-3 COST
Guaranteed for Two Years
RUSSELL E. BAUM, Bourse Bldg., Phila., Pa.

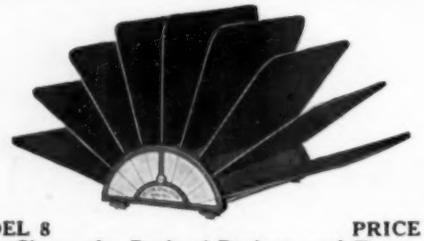
EASY FASTENER

Samples and prices free upon request.

SIMPLE and EFFECTIVE
for fastening letters, orders, invoices, deposit slips and other papers. It is easy to use and holds papers firmly without possibility of slipping. Used constantly by concerns who capitalize the importance of simplicity and system.

EASY FASTENER CO., Candler Bldg., Atlanta, Ga.

HIGHEST EFFICIENCY
IN THE DISTRIBUTION OF YOUR CORRESPONDENCE
CAN BE OBTAINED
BY USING
The Bristow Radial Distributor



MODEL 8 PRICE $5.00
Clears the Desk of Baskets and Trays

The above cut illustrates our Model 8 Distributor when fully set up. Any number of compartments less than eight are obtained by leaving out some of the partitions, all of which are removable or insertable at will. Size of base, 12 in. x 6½ in. x 3½ in. All metal construction—finely finished.

An Indispensable Feature of Every Well Equipped Office

If the size shown above is not suited to your needs send for our circular illustrating the other sizes.

Liberal proposition to dealers and office outfitters.

FREDERICK BRISTOW
54 Lawrence St., Newark, N. J.

PATENTS

Paragraphic Record of Recent Inventions in the Office Appliance Field.

Copies of any one of these patents can be obtained by sending 15 cents in stamps to E. G. Siggers, patent lawyer, Suite 33, N. U. Building, Washington, D. C., and mentioning Office Appliances

1,144,147. Manifolding Attachment for Type-Writers. Axel C. V. Malm and Leopold Rauh, Dayton, Ohio, assignors to The Egry Register Company, Dayton, Ohio, a corporation of Ohio.

1,144,238. Keyboard for Type-Writing Machines. Otto Petermann, Groton, N. Y., assignor to Corona Typewriter Company, Inc., a corporation of New York.

Re. 13,934. Type-Writing Machine. Frank S. Rose, deceased, Newark, N. J., by Corona Typewriter Company, Inc., Groton, N. Y., assignee by mesne assignments.

Re. 13,935. Escapement Mechanism for Type-Writers. Frank S. Rose, deceased, Newark, N. J., by Corona Typewriter Company, Inc., Groton, N. Y., assignee.

1,144,418. Cash Register. Charles F. Kettering and William A. Chryst, Dayton, Ohio, assignors to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio (incorporated in 1906).

1,144,426. Pencil Securing Holder. Raymond C. Miner, Faith, S. D., assignor, by mesne assignments, of one-half to George Gregory, Glendive, Mont.

1,144,436. Self-Filler Fountain-Pen. Julius L. Schnell, Arlington, N. J.

1,144,447. Temporary Binder. Joseph M. Towne, East Orange, N. J.

1,144,448. Temporary Binder. Joseph M. Towne, East Orange, N. J.

1,144,551. Autographic Register. Albert Krauth, Hamilton, Ohio.

1,144,617. Addressing Machine. Clarence I. W. Smith, Omaha, Neb., assignor to Henry Haubens and Clark A. Sigafoos, Omaha, Neb.

1,144,670. Suspension for Filing Drawers. William W. Watson, Jamestown, N. Y.

1,144,755. Type-Writing Machine. Cornelius B. Corcoran, New York, N. Y., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of Delaware.

1,144,766. Type-Writing Machine. Alfred G. F. Kurowski, New York, N. Y., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of Delaware.

1,144,882. Type-Writer Cabinet. Samuel T. Whitaker, Columbus, Ga., assignor of one-third to Thomas W. Bates and one-third to Edward B. Reed, Columbus, Ga.

1,144,910. Attachment for Ink-Receptacles. John Michel, New York, N. Y.

1,144,950. Method of Forming Envelope Blanks. Wil-

Place Your Next Order

for rebuilt or rough

TYPEWRITERS

with us and we'll take good care of it.

It is unnecessary to emphasize that the progressive dealer makes it a point to investigate any proposition which gives promise of profit in his field. Ours is one of those propositions. Investigate.

Just drop us a line today and we'll send you our new price-list.

Young Typewriter Co.
62 West Madison Street
CHICAGO, ILL.

Acme Gold Pen Co.

Established 1884

Manufacturers of Fine Gold Pens

Gold Pens for Fountain Pens a Specialty.

Repairs on Gold Pens, Fountain Pens, Pencils, etc. promptly attended to.

EXPORT TRADE SOLICITED

35 Ann Street, New York

Typewriter Ribbons

The clean-cut writing of distinctive appearance and the long wear obtained from our Typewriter Ribbons give the user extra ribbon satisfaction.

Write for Agency Proposition.

Canode & Hunt Mfg. Co.
Manufacturers of
Typewriter Ribbons
536-538 So. Clark St. CHICAGO

FEATHERWEIGHT EYESHADE

The shade that takes your eye and keeps it in good health.

Light Weight, Adjustable, Durable, Hygienic, Healthful. No metal or elastic band to press or bind the head. Opaque for artificial light. Transparent for natural light. Lies flat when not in use, thus preventing being crushed out of shape by accident; can be carried in hat or rolled up in a small package to carry in the pocket. Visor wider than other shades. We recommend the opaque for those wearing glasses.

The Featherweight Eyeshade Co.
Merchantville, N. J.

Here's How To Cut Costs in YOUR Mailing Department

FREE

HERE'S a book that tells how to do away with that last hour rush in mailing department—that hour when more help is needed—when more speed is wanted. Describes in detail methods of handling mailings in actual use by businesses big and little—methods that will make your mailings more efficient. The book is FREE if you write for it on your business letterhead.

ACORN THEXTON ENVELOPE SEALER

—the machine that makes it possible for one operator to do the work of several—seals your envelopes neatly, carefully, accurately, and gets your mailing out—on the dot. Motor driven—strong—simple to operate—and always ready for work. Made in four models—a size for every business—$80—$65—$47.50—$27.50. Write for FREE book—and the facts on this money-saving machine NOW.

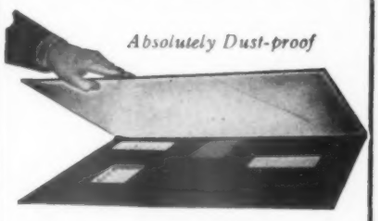
DEALERS—Write for our special proposition

Motor Driven $65

ACORN BRASS MFG COMPANY
426 South Clinton St., Chicago, Ill.

The Chicago Glass Desk Pad

Absolutely Dust-proof



THE Chicago Glass Desk Pad provides a smooth, hard writing surface, protects the desk, is strictly sanitary and improves the appearance of the office.

The glass which extends to the edge of the pad and leaves neither pockets nor cracks to collect dust, is made of plain and beveled glass, and rests on a leatherette base. The glass can be raised easily without being pushed over top of desk or table.

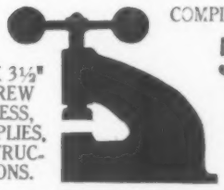
Price $3.00 to $7.00 Attractive terms to dealers.

CHICAGO MIRROR AND ART GLASS COMPANY
Established 1890
216-220 N. Clinton St., CHICAGO, ILL.

DIE STAMPING OUTFIT

COMPLETE

50 $



2 X 3½" SCREW PRESS, SUPPLIES, INSTRUCTIONS.

OSCO MCH. CO., BOSTON

PATENTS

Trademarks and Copyrights

Difficult and rejected cases specially solicited. No misleading inducements made to secure business. **Over 30 years'** active practice. Experienced, personal, conscientious service. Write for terms. Book free. Address

Specialty:—Typewriting and Adding Machines

Address E. G. SIGGERS
Suite 33 N. U. Bldg., Washington, D. C.

A Century's Progress in Business Cards

Is Embodied in the

Peerless Patent Book Form Card

which is really the one great card improvement of the age. These cards, carried in book form, in an elegant seal leather case, are detached one at a time as used. All edges are absolutely smooth and without any indication of detachment. Every card can be used, because they are always flat, clean and unmarred. That means great card economy. They are always together, and therefore getatable. They carry a distinction you can convey in no other manner, and they mark the man who uses them as worth while.

Send for a sample book today and detach the cards one by one and be amazed by their perfection. It is an unique sensation.

Send today.

The John B. Wiggins Co.
Engravers, Die Embossers, Plate Printers
1104 So. Wabash Ave., CHICAGO

lard E. Swift, Worcester, Mass., assignor to United States Envelope Company, Springfield, Mass., a corporation of Maine.

1,144,955. Envelope Sealing Machine. Guido J. Albrecht and Sidney L. Long, Minneapolis, Minn., assignors to Long Mailing Machine Company, Minneapolis, Minn., a corporation.

1,144,975. Combined Type-Writing and Computing Machine. Lester A. Wernery, New York, N. Y., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of Delaware.

1,145,017. Writing Machine. Edward B. Hess, New York, N. Y., assignor by mesne assignments to Royal Typewriter Company, Inc., New York, N. Y., a corporation of New York.

1,145,020. Calculating Instrument. Ebenezer Hill, South Norwalk, Conn.

1,145,042. Calculating Device. Jacob M. Spitzglass, Chicago, Ill.

1,145,052. Stamp Canceling Device. Joseph E. Ball, Syracuse, N. Y.

1,145,084. Automatic Numbering Machine. Louis K. Scotford, Chicago, Ill., assignor to Bates Manufacturing Company, New York, N. Y., a corporation of New York.

1,145,085. Numbering Machine. Louis K. Scotford, Chicago, Ill., assignor to Bates Manufacturing Company, New York, N. Y., a corporation of New York.

1,145,152. Credit Marking System. John J. Leidich, Milwaukee, Wis., assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio (incorporated in 1906).

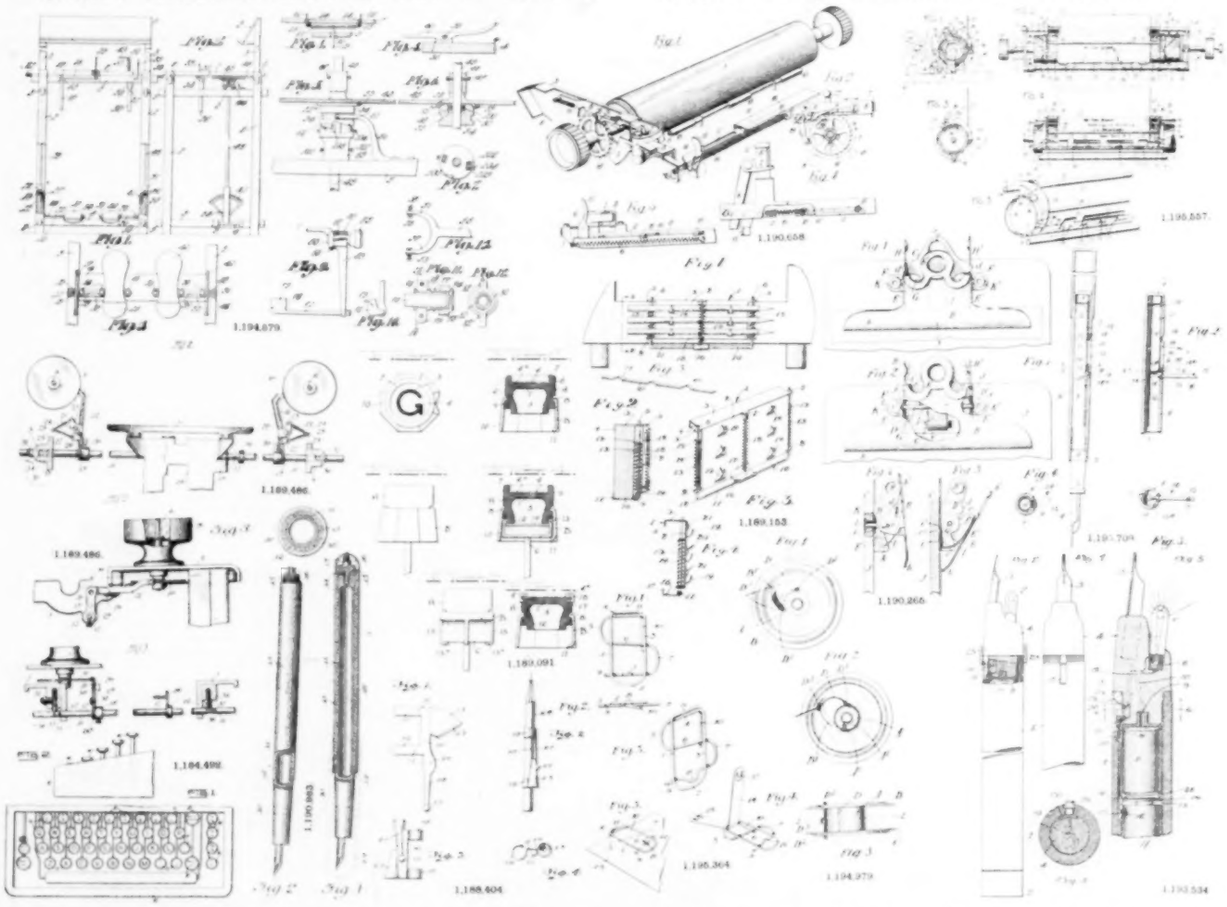
1,145,179. Machine for the Calculation of Interest and Similar Values. Victor Bernovits, Kassa, Austria-Hungary, assignor to "Procento" Hungarian Reckoning Machine and Typewriter Company, Ltd., Kassa, Austria-Hungary.

1,145,373. Type-Writing Machine. Alfred G. F. Kurowski, New York, assignor to Underwood Typewriter Company, New York, N. Y., a corporation of Delaware.

1,145,386. Calculating Machine. Rudolf Mohn, Sulgen, Switzerland.

1,145,411. Index or File. Irving Fisher, New Haven, Conn., assignor to Index Visible, Inc., New Haven, Conn., a corporation of New York.

1,145,430. Stamp. Albert Marks, Brooklyn, N. Y.



No. 1,194,579.—Typewriter attachment designed to shift typewriter carriage by foot or leg action; patented August 15, 1916, by Mizell Benjamin Ward of Marshall, Texas, assignor of one-fourth to Cornelius G. Lancaster of Marshall, Texas.

No. 1,190,658.—Line-spacing mechanism of typewriting machines; patented July 11, 1916, by Alfred G. F. Kurowski of Brooklyn, N. Y., assignor to the Underwood Typewriter Company of New York, N. Y.

No. 1,195,557.—Work-holding and feeding mechanism of typewriting machines; patented August 22, 1916, by Herbert A. Carhart of Syracuse, N. Y., assignor to the Remington Typewriter Company of Ilion, N. Y.

No. 1,189,486.—Typewriter ribbon feed; patented July 4, 1916, by Alvah C. Roebuck of Woodstock, Illinois.

No. 1,189,091.—Cushion tip for the keys of typewriters and like machines; patented June 27, 1916, by Ellis H. Gemmill of Akron, O., assignor to Thorp & Martin Typewriter Company of Boston, Mass.

No. 1,184,492.—Keyboard for typewriting machines; patented May 23, 1916, by Charles K. Searle of Babylon, N. Y.

No. 1,190,983.—Combined pen and blotter; patented July 11, 1916, by Edward H. Clark of Winnipeg, Manitoba, Canada.

No. 1,188,404.—Pencil sharpener and holder; patented June 27, 1916, by William Joseph Brucks of Dunlay, Texas.

No. 1,189,153.—Device for holding pencils and the like within easy reach of typist; patented June 27, 1916, by Sutton H. Martin of Broken Bow, Nebraska.

No. 1,195,364.—Paper clip; patented August 22, 1916, by William L. Frank of Wapakoneta, Ohio.

No. 1,190,265.—Paper clip; patented July 11, 1916, by Charles S. Cooke of New York, N. Y.

No. 1,195,709.—Fountain pen; patented August 22, 1916, by Lucifer J. Most of New York, N. Y.

No. 1,194,979.—Ribbon feed mechanism for typewriters; patented August 15, 1916, by Herbert Etheridge of Wimbledon Park, England, assignor to the Bar-Lock Typewriter Company, Limited, of London, England.

No. 1,193,534.—Fountain pen flashlight; patented August 8, 1916, by Julius Friedman and Joseph L. Friedman of New York, N. Y.

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THE U. S. GOVERNMENT

has selected the TRINER "ALLSTEEL" 100-lbs. Beam Platform Parcel Post or Shipping Room Scales for the equipment of the parcel post service.

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TRINER "ALLSTEEL" SCALES

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100 Different Lines

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Our sales of over **144,000,000** Attest this.

Made in 14 sizes, to fit U. S. and Canadian Coins.

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Best for sending Coins safely by mail. "Stock Form" (see cut) holds any fraction of a dollar. 12 prepaid 10c; 100 prepaid 75c; 1,000 (any printing) $3.50; 5,000, $10.00. Over 9,500,000 of our various styles sold.

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Modern in every detail—Centrally located — Fireproof construction.

Room with hot and cold water, $1.00-$1.25
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NO TIPS ALLOWED

"FAULTLESS" Pen and Pencil Clips

GUARANTEED

Made in three sizes—Pencil, Medium and Large Pen sizes. Mounted three dozen on a card in any assortment desired.

Finished in Ebony black, which is new and exceedingly durable. Heavy bright nickel Electro gold plate. For neatness and practicability this clip has no equal.

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Write for price list today.
It will save you money.

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The "Satellite" Typewriter Stand

We are advertising in magazines reaching the consumer that we are sending the "Satellite" on 30 days' free trial.

Every mail brings us orders. We want this trade to go through the hands of our dealers, certainly if we can sell by mail, you can place these economy savers and efficient office assistants on trial by personal solicitation. The profit is yours if you will go after it.

Send for our dealer's proposition and order a sample dozen, then see how easy they sell.

One of the best profit makers in your store. They are used by many of the largest offices in this country.

Write today.

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Fire Proof Waste Baskets

Can be supplied with or without openings as desired.

Two Sizes — Twelve Finishes

THE DAN-DEE STRONG BOX

Is More Popular Than Ever

Order sample one-half dozen and be convinced

Size 12x8x6"—Weight 10 lbs. each.

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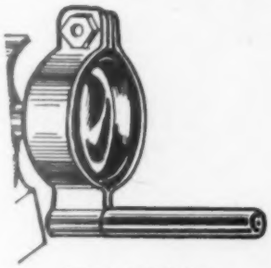
ERIE ART METAL CO.
ERIE, PENNSYLVANIA

Turn E-Z



Patent Applied for

Clamps to platen knob.

With one motion of Turn E-Z a complete revolution of the platen is possible.

Great for filling in and for addressing envelopes.

Saves sore thumbs. Saves time and produces more work.

Established Dealers wanted. Write for offer.

THORP & MARTIN TYPEWRITER CO.

ESTABLISHED 23 YEARS

Boston, Mass., U. S. A.

DESKS ARE DESKS

to the business man. It takes a desk with distinctive features to get particular notice. Such a desk is the

"2 in 1 Clemco"

A CLEMCO DESK
THE CLEMETSEN CO
CHICAGO, U.S.A.

With the "Clemco" Ball-Bearing All-Steel Mechanism

—a perfect combination of typewriter desk and clerical desk. Its features are: A broad, unbroken writing bed; immediate access to the typewriter at any time; a perfectly rigid typewriter platform. In other words, all the advantages of any clerical desk plus the facilities of the best typewriter desk on the market.

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W A N T S

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HELP WANTED.

WANTED salesman to handle loose leaf and office furniture. Excellent commission arrangement. Marble City Typewriter Co., Knoxville, Tenn.

WANTED—Reliable salesmen calling on office furniture and supply houses to handle on commission a short but complete line of office tables, moderately priced. State territory you are covering. Mutschler Bros. Co., Nappanee, Indiana.

WANTED—Two typewriter mechanics, with some sales experience preferred, for live western town. Excellent opportunity for live ones. State experience and salary in application. References required. Address T-12, care Office Appliances, Chicago.

TWO typewriter repairmen wanted to work on all makes in best equipped rebuilding shop in south. Good opportunity for men of right quality. Prefer those from 25 to 35 single, but will consider all applications. State experience and give references. Marble City Typewriter Co., Knoxville, Tenn.

AN OPPORTUNITY. Somewhere there is a man now making good at selling loose leaf systems and accounting forms who will welcome this opportunity. Our business is thoroughly organized and well established but without a managing sales head who can give it his time. Opportunities are unusual for the right man who must be now employed and can show that he is thoroughly making good. The right man must be not over 35, a good salesman willing to travel for at least a time and work on an unusually favorable part commission basis. Address in stristest confidence, "Peerless," care Keystone Steel and Wire Co., Peoria, Ill.

SITUATIONS WANTED.

SALESMAN with ten years' experience in card index systems wishes to connect with a metal filing equipment manufacturer. Address J-12, care Office Appliances, Chicago.

HAVE had eight years' experience as salesman of card indexing and wood equipment and in training salesmen. Desire change to manufacturer of steel. Address W-6, care Office Appliances, Chicago.

WANTED—By a first-class stationery and office supply man of fifteen years' experience, position as manager of store or department. Am a hustler and looking for an opening with some good house. Location does not matter. Can start work at once. Best references. Address, stating what you have, salary paid, etc., B-13, care Office Appliances, Chicago.

AGENCIES WANTED.

MANUFACTURER of line of office equipment sold by prominent stationers everywhere is in position to sell to the trade another first-class line, and to give it all the attention required. Personally visits the best dealers in all the important cities. Arrangements should be made now, for he will start on a trip in two or three weeks. Address H-16, care Office Appliances, Chicago.

PACIFIC Coast man desires to represent manufacturer of good mechanical office specialty. Has had years of excellent experience in this field. Can furnish first-class references. Address M-13, care Office Appliances, Chicago.

FOR SALE.

REBUILT Adding Machines, Dictaphones, Multigraphs and Addressing Machines. Save 30 to 60 per cent. Guaranteed for one year. Money back in 30 days if not satisfied. Special: Edison Dictating Machine, $30.00. Cleveland Price, 440 S. Dearborn street, Chicago.

FOR SALE—Profitable office equipment business in good city west of Mississippi River. Business includes several agencies of the highest class. Present owner must move to another section. A good opportunity to acquire a profitable established business. Address O-14, care Office Appliances, Chicago.

CLOSING out stock, have left nine $1.50 stamp affixers, fourteen 75c envelope sealers, five boxes carbon paper, eight dozen assorted ribbons, five platen cores, twelve complete platens, details on request. Total cost $57.50. Will trade for high serial Underwood or Remington. Box 241, N. S., Pittsburgh, Pa.

FOR SALE—Multigraphs (all models), Printographs, Writer-presses, Mimeographs, all at one-fourth to one-third original cost. Slightly used, but perfect. Guaranteed. Hundreds of largest commercial concerns, colleges, even the government, have bought from me. Rare bargains now. Russell A. Baum, Philadelphia Bourse, Philadelphia, Pa.

AGENTS WANTED.

U CAN Telephone convenient method. Hands are free. Adios tiresome way. Prices, $2.00, $3.00, $5.00. Kallajian Hand Appliance, 1930 Washington street, Boston, Mass.

H. OHASHI & COMPANY, 54 Leonard street, New York, leading manufacturers, wish to secure good representation everywhere throughout the world for their typewriter ribbons, carbon paper and Japanese copying books, etc. Best and standard in these lines.

MISCELLANEOUS.

DON'T destroy dried-out typewriter or duplicating machine ribbon stocks. We buy them. Send description, quantity, price and sample to Western Stamp Works, Salem, Oregon.

BUSINESS OPPORTUNITIES.

WANTED—Capital to operate rebuilt adding machine and typewriter business. Will give use of my services of twenty years' experience in Chicago as an A1 mechanic and all around worker and business getter to one who will finance me. Address N-8, care Office Appliances, Chicago.

Comptometer

What You Get in a Comptometer

You get a high-speed, rapid-fire **adding machine;** light, portable, easy to operate; as perfectly adapted to touch operation as the typewriter.

You get a wonderfully rapid and efficient **calculating machine**—one that will handle the work of two or three mental figure clerks, and do it with reliable accuracy.

You get a machine that you can rely upon for time and labor-saving service on **all** the figure work of your accounting.

You don't have to buy a Comptometer to find out how it fits your requirements. You say the word and we will test it out to your satisfaction on your own work—no obligation nor expense—just the opportunity to show you.

Write for "Better Methods of Accounting."

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THE DEALER COMES IN FIRST!

Our proposition is drawn up exclusively for him. This is just the way our problem stood: **"Given,** The Best Typewriter in the World, and manufacturing facilities for an enormous output. **Find,** the best means of distribution." And we were not long in deciding on the dealer.

$10,000 MEN WANTED

Big calibre salesmen with executive ability are wanted to manage the sales of the Rex typewriter. They must be capable of appointing dealers and superintending their work. Write us today giving particulars.

H. M. BALLARD
Gen'l Manager

Rex Typewriter Co.
28 E. Jackson Blvd. Chicago

Read!

- Tilt back paper shelf.
- Extra wide platen.
- Line space lever.
- Two color ribbon shift.
- Shift lock.
- Back spacer.
- Right hand shift keys.
- Universal keyboard.
- Left hand shift keys.
- Margin release key.
- Tabulator key.
- Two color ribbon.
- Carriage release key.
- Feed roll release lever.
- Paper fingers.
- Removable Platen.
- High writing line.
- Tool steel center guide.
- Line lock. Stencil cutting.

A New Model Typewriter!

Yes, the crowning typewriter triumph *is here!*

It is just out — and it comes years before experts expected it. For makers have striven a life-time to attain this ideal machine. And Oliver has won again, as we scored when we gave the world its first visible writing

The — No 9

OLIVER

The Standard Visible Writer

BUY IT NOW!

CAUTION

The new-day advances that come alone on this machine are all controlled by Oliver. Even our own previous models—famous in their day—never had the Optional Duplex Shift.

It puts the whole contro of 84 letters and characters in the little fingers of the right and left hands. And it lets you write them all with only 28 keys, the least to operate of any standard typewriter made.

Thus writers of all other machines can immediately run the Oliver Number 9 with more speed and greater ease.

50,000 Local Agents Wanted

Write at once for "*Opportunity Book*" FREE that shows how you can win both profit and prestige — full time or spare hours — as the agent for this new Oliver No. 9. How you can secure exclusive control and sale in your home community. Learn how we give you a sample Oliver "9" on the same attractive basis as 15,000 who are now earning incomes as Oliver agents.

No experience is necessary. So do not delay and let someone else get your territory.

Write for "Opportunity Book" *at once.*

WARNING

This brilliant new Oliver comes *at the old-time price.* It costs no more than lesser makes—now out-of-date when compared with this discovery.

For while the Oliver's splendid new features are costly—we have equalized the added expense to us by simplifying construction.

Resolve right now to see this great achievement before you spend a dollar for any typewriter.

If you are now using some other make you will want to see how much more this one does. If you are using an Oliver, it naturally follows that you want the finest model.

17 CENTS A DAY!

Remember, this brand new Oliver "9" is the greatest value ever given in a typewriter.

Yet we have decided to sell it to everyone everywhere on our famous payment plan—17 cents a day! Now every user can easily afford to have the world's crack visible writer with Selective Color Attachment, and with the famous PRINTYPE that writes like print, *included FREE if desired.*

TODAY—Write for Full Details and be among the first to know about this marvel of writing machines. See why typists, employers and individuals everywhere are flocking to the Oliver. Just mail a postal *at once.* No obligation whatever.

The Oliver Typewriter Company

93 Oliver Typewriter Building, Chicago